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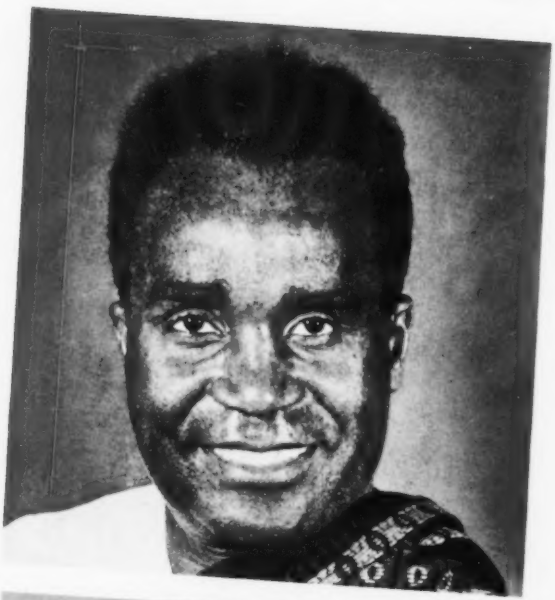
International Commerce

November 30, 1964



President Kenneth Kaunda of the world's newest republic.

Kariba Dam on the Zambezi holds back the largest man-made lake in the world.

New name on the map—on October 24 the fully independent Republic of Zambia made Northern Rhodesia a name of the past.

Business Bulletins *from around the world*

BELGIUM—BLEU imports for January-July totaled $3,471 million, 22% increase over like period 1963. Imports from U.S. rose 16% to $305 million. U.S. share of market dropped to 8.78% from 9.21% in comparable period 1963.

1965 ordinary budget expenditures estimated at $3.24 billion, income at $3.29 billion. Estimated 1965 expenditures 4.5% above 1964. Most important 1965 budget items are servicing of public debt, education, pensions, social security.

Clevite Corporation, Cleveland, establishes Clevite Service Europe, N.V., Antwerp, for manufacturing distribution parts, accessories for automotive, mechanical industries.

Culligan, Inc., Northbrook, Ill., opens new Brussels factory to produce water conditioning equipment for European, Middle Eastern markets. Factory to be operated by Culligan, S.A., Brussels.

FRANCE—1964 production of pulse crops, estimated at 121,000 mt., sharply below last year's output of 161,000 tons. Country should provide ready market for U.S. dried beans during 1964-65. Traders already purchased from U.S. 7,000 to 8,000 tons of Michigan beans, 5,000 tons of Great Northern, 2,000 tons of lentils.

Revenue from driving licenses, motor vehicle registration fees, gasoline tax totaled $16 million in 1963, only $2.8 million of which spent for highway programs.

During first eight months of 1964, imports from U.S. jumped to $773 million, 34% over like period 1963. U.S. share of import market expanded from 10.2% to 11.5%.

Following U.S. firms recently established subsidiaries in France: Bell Equipment Corp.—leasing and sale of building equipment; Cooper Textile Mills—manufacture of stretch fabrics; Interpublic Group of Companies, Inc. —public relations; Kimber Farm, Inc. —eggs, poultry; McCray Refrigerator Co.—manufacture of domestic, industrial refrigerators; The Mennen Co.—distribution of toilet preparations; Sunbeam Corp.—distribution of household appliances; Vacuum Electronics—distribution of high vacuum equipment, ionization gauges, other instruments.

Visit to France of *N.S. Savannah* elicited strong interest in commercial possibilities, engineering achievements. Press gave visit wide, favorable coverage.

U.S. Tanners' Council and 22 independent U.S. exhibitors participated in International Leather Exhibition in Paris, mainly to promote leather sales. French buyers also showed lively interest in U.S. shoes.

MALAYSIA—Construction recently began on Singapore's first detergent-making plant. Capitalized at $1.7 million, it is financed primarily by local capital with participation by Taiwanese interests, reportedly licensed by leading U.S. soap manufacturer to produce U.S. name-brand detergent.

NEPAL—UN Special Fund to conduct feasibility study of irrigation development in central, eastern sectors of Terai Plain in southern Nepal. Study to determine need for more comprehensive pre-investment survey leading to development of master irrigation plan.

NETHERLANDS—Esso opened $25 million aromatics plant at its refinery complex in Rotterdam for production of benzene, toluene, xylene, xylene-related products. Installation, largest of its kind in Europe, is fully automated, requiring only five operators.

Proposed 1965 government expenditures total $4.1 billion, increase of $276 million over 1964. Over $73 million of increase allocated to housing, $63 million to education, $55 million to social provisions, $49 million to transportation, waterways.

January-September imports totaled $5.2 billion, 21% increase over like period 1963.

N.V. Philips Gloeilampenfabriek hopes to relieve labor shortage by experimenting in hiring of only married women in hearing aid assembly plant. Traditionally, most married women have not worked outside home.

Council of European Space Research Organization to construct European Space Technology Center at Noordwijk, north of The Hague. Center to include laboratories, workshops, testing sites.

As of June, wholly-owned U.S. subsidiaries totaled 152, increase of six since January, while U.S. joint ventures with Dutch firms rose by three to 88. U.S. private investment concentrated primarily in metal manufacturing, petroleum, chemical industries.

SWITZERLAND—Government tightens restrictions on employment of foreign workers.

Firm in Switzerland to be permitted to hire new foreign workers only when its total work force, both domestic, foreign, falls below 95% of its March 1, 1964, work force. Previously, total work complement only had to fall to 97% of its March 1 level.

1965 Swiss Federal Budget, submitted last month to Federal Assembly for approval, totals $1,126, million, increase of $96 million over 1964 budget. Main increased expenditures to be for social security (up $45 million); national highways (up $23 million); salaries.

Imports of dairy products, especially butter, rose substantially during first half 1964. A 21% decline in butter production contributed to rise. Butter imports increased from 699,000 lb. in first half 1963 to 11 million lb. during comparable period 1964. U.S. was major supplier, providing 1 million lb.

TAIWAN—Government announces plans for three new industrial districts. Toufen district in central Taiwan limited to synthetic fiber industry. Kweishan and Tinkang districts in northern Taiwan for all types of industries. Districts follow successful pilot districts at Liutu, in northern Taiwan, and Kaohsiung, harbor in southern Taiwan.

YUGOSLAVIA—Government signs agreement with U.S. for compensation of U.S. nationals for property nationalized between July 19, 1948, and Nov. 5, 1964, date of agreement. (Agreement signed in 1948 for compensation of claims arising prior to that date.) This agreement provides for total of $3,500,000 to be paid in five equal annual installments beginning Jan. 1, 1966.

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the cover

It used to be known as Northern Rhodesia until last December when the Federation of Rhodesia and Nyasaland was dissolved. From the dissolution, Zambia, the world's newest republic, has emerged—a copper-rich land which has funds to buy U.S. goods. President Kaunda, who leads this nation of 3.5 million, has just arrived in the United States on a visit. See page 2 for a story on this promising market.

International Commerce

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November 30, 1964 Volume 70, Number 48

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2 World's newest republic, Zambia, rich in copper; Central African country has money to buy U.S. goods; President Kaunda visits U.S.

4 'Land down under' is fast-growing market which should continue to create large import demand; American label often will sell the product

6 Consul General in Monterrey says Mexico is very important trading partner of U.S.; Latin American country fifth among all U.S. customers

9 International trade as an avenue to world peace is theme of President, businessmen at banquet concluding 51st National Foreign Trade Convention

10 NFTC leaders adopt policy declaration embodying Council's recommendations on major points affecting current United States trade

11 Eugene Braderman, at foreign trade meeting panel, reverses question-answer pattern, throws several 'points of challenge' to delegates

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ZAMBIA

A new, promising market

Copper-rich country is a net dollar earner; has funds to buy U.S. goods

By MYRNA WEINSHANK

Bureau of International Commerce

Prospects for increasing U.S. exports to Zambia, which became Africa's newest independent nation on October 24, are excellent. Indications are that the economy of this copper-rich country will continue the expansion which characterized the pre-independence period.

Mineral production, industrial production, consumption of electricity, and the value of approved building plans are above their level of a year ago. With continuing strong world demand for copper expected, the country's prosperity seems assured.

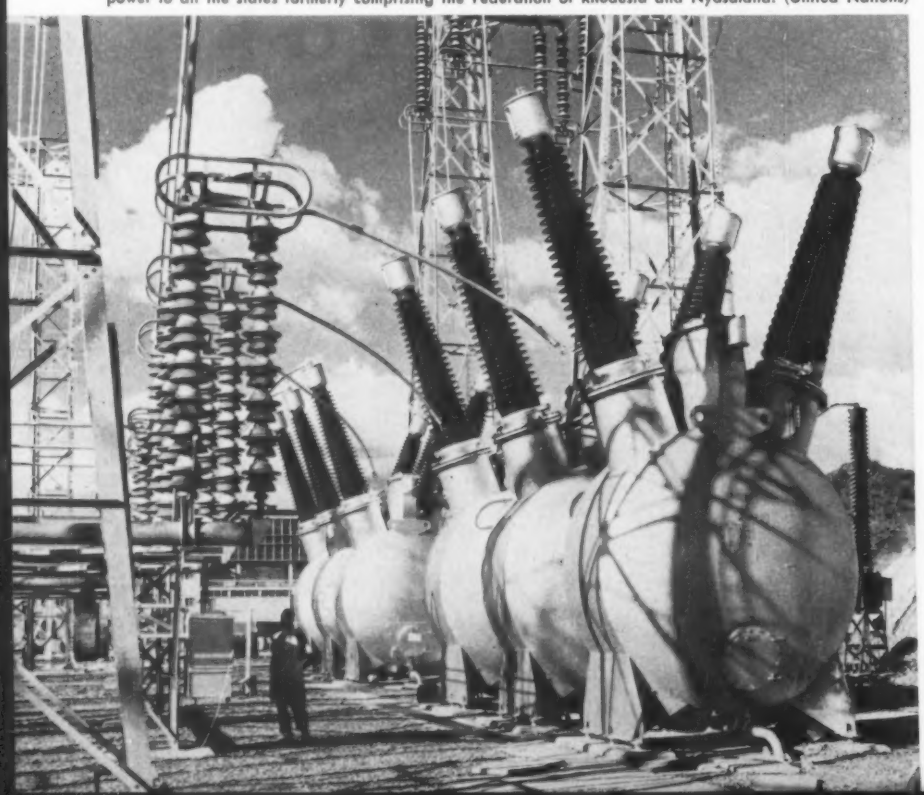
Formerly known as Northern Rhodesia, Zambia was a member of the Federation of Rhodesia and Nyasaland until the dissolution of the Federation in December 1963. This central African republic has a population of about 3.5 million. The 1963 gross domestic product (GDP) is estimated at $581 million, 5% greater than the 1962 level.

Mining is by far the most important sector of the economy, engaging nearly 20% of the total employed population, and contributing over 47% of the GDP and more than 90% of the value of exports.

Copper is the most important mineral, although zinc, lead, and cobalt are also mined. The country is the third largest copper producer in the world, with total production valued at $330 million in 1963. The industry should be considered a manufacturing as well as a mining industry, since most of the copper ore is refined in the country and exported in electrolytic form (99.9% pure).

Agriculture is the second most important sector, with an output valued at $71 million in 1963. The majority of the African population is still engaged in subsistence agriculture, producing and consuming such crops as cassava, maize, and millet. Tobacco is the most important cash crop and the only major non-mineral export. Most of Zambia's production is light Virginia-type flue-cured tobacco.

ELECTRICAL GENERATING equipment at the Kariba Hydroelectric project, which supplies development power to all the states formerly comprising the Federation of Rhodesia and Nyasaland. (United Nations)



Zambia's industrial sector was for many years based only on mining and therefore concentrated in the Copperbelt area. In recent years, however, secondary industry has become much more diversified and widely distributed. There are about 300 manufacturing establishments in the country and, according to the 1961 Census of Production, the net output of the manufacturing sector nearly doubled between 1955 and 1961, rising from $17.9 million to $33.3 million.

The Zambia Industrial Corporation was formed in 1960 to assist manufacturing and processing industries. Although it is government-sponsored, the Corporation operates commercially under an independent management to provide financial assistance and managerial services.

The Zambia Government has recently announced its intention to introduce formal legislation for the promotion of new industries. Tax concessions will be granted to companies whose projects are approved by the Government. Until this legislation is promulgated, new industries may be granted tariff protection and certain tax rebates.

Current industrial activity in Zambia is encouraging. Numerous new firms are springing up. Between April 1 and September 1 fourteen new factories, including Zambia's first cotton gin, capable of processing 7 million pounds of cotton during the season, began operating. Industrial investments for the immediate future include a $224,000 steel galvanizing plant and warehouse to be built in Kitwe for the British firm of Stewarts and Lloyd Ltd.

Building is enjoying a boom. A $500,000 office building is under construction in Lusaka for Barclays Bank, as well as new buildings for the Lusaka College of Further Education. Significant housing programs are also under way in several areas.

The Government of Zambia will shortly propose a transitional development plan for the period January 1965 to June 1966 which will serve until a longer-term plan can be put into operation. The current $84 million plan (1961-1965) has been expanded by $28 million. Of this, $8.4

million has been committed for administrative requirements, including building costs; $14 million will be devoted to capital expenditure; and the remainder has not yet been allocated.

Development planning

A mission sponsored by the U.N. Economic Commission for Africa and the Food and Agriculture Organization has submitted a report on economic development. An outline plan for the 1965-70 period was presented and is being considered by the Government. Capital expenditure necessary to carry out the recommendations is estimated at about $1.2 billion, with about $390 million expected to come from the government. Priority will be given to education and agriculture, but industrial expansion will also be stressed. The implementation of projects under all of these plans should offer increased opportunities for American sales.

Separate trade statistics were not kept for Zambia under the former Federation. However, 1963 exports were estimated at $347 million. During the first six months of 1964, Zambia's exports reached $249 million. Since most of these are minerals, and since production and shipments do not fluctuate seasonally, exports for the full year are expected to be about double the six month figure.

Imports for 1963 (excluding purchases from Rhodesia) were estimated at $126.6 million. During the first six months of 1964 imports (including those from Rhodesia) totaled $97 million. The level will probably be similar for the second half of the year, which will give Zambia a surplus on merchandise account in excess of $280 million.

Detailed information on U.S. trade with Zambia is available only for the first quarter of 1964. U.S. imports, almost entirely copper, were $6.4 million. Although U.S. purchases of Zambian copper vary widely from year to year, Zambia is on the average a net dollar earner, and has funds which could be used for additional American purchases.

Top U.S. sellers

U.S. sales to Zambia during the quarter amounted to $1.8 million, and consisted principally of road construction machinery, cars and trucks, tractors and tractor parts, mining machinery, office machinery, air conditioning, plant and equipment, cotton goods, and medicinal preparations.

As part of its efforts to achieve a more diversified economy, Zambia is anxious to broaden trade and investment relations. In this regard, certain tariff revisions are expected to reduce (but not remove) advantages previously enjoyed by Commonwealth countries in the Zambian market.

With the implementation of development plans and the revenue from copper exports, the purchasing power of African consumers will be increasing; all these factors point to a high market potential which American exporters can share by undertaking vigorous sales efforts.

Zambia's president in U.S. for talks

Kaunda to meet business, public leaders; will address U.N. on Dec. 4

Kenneth Kaunda, President of the newly-independent African state of Zambia, was scheduled to arrive for a week-long stay in the U.S. on Nov. 29. His itinerary includes discussions with U.S. Government and business leaders in New York and Washington, and an address to the General Assembly of the United Nations when Zambia formally becomes a member of the world organization on Dec. 4.

This is the third trip to the U.S. for the Minister's son who spent several years as a teacher in Northern Rhodesia and Tanganyika before going into politics. The 40-year old father of nine has also served as chairman of the Pan-African Freedom Movement of East, Central and Southern Africa, since Feb. 1962.

President Kuanda is reported to be very favorable to foreign investors in his copper-rich country. He summarized his feelings along these lines for a Los Angeles audience during his first U.S. visit in 1960: "We want the white man to stay, but we want him not as a demi-god but as a normal human being. All we want is to be free to shape our own destiny . . . we want to make our own mistakes."

MEETINGS SCHEDULED

Eldon J. Cassoday, recently Commercial Attache in the U.S. Embassy at Caracas, and soon to assume a like post at Copenhagen, will be in the Milwaukee Field Office of the Department of Commerce, 238 West Wisconsin Ave., on Dec. 2. Businessmen in that area desiring interviews are invited to contact the office.

EXHIBIT PAYS OFF

U.S. businessmen did some $300,000 worth of business in direct sales and orders at a recent Department of Commerce Exhibition in Poznan, Poland.

International Trade Winds

GOLDFISH—Ozark Fisheries of Stoutland, Mo., has begun to sell goldfish abroad. Thousands—plastic-wrapped and oxygenated—are sent each month on board a Pan Am Jet Clipper from St. Louis to Honolulu, Hawaii, and the firm has additional prospects in Costa Rica, France and Puerto Rico. Ozark's giant breeding farm supplies some 70% of all goldfish sold in the United States and 85% of those sold in Canada, but overseas sales were not attempted until the airline's worldwide marketing service opened up leads for the hatchery.

OIL—Test production of over 40,000 barrels of crude oil daily began recently in four wells of Standard Oil of Indiana's Darius field. This field is the first of two major discovery fields in the company's Persian Gulf contract area. Four wells have also been successfully completed in the Cyrus field. Indiana Standard is currently active in exploration and development in the North Sea, Libya and Egypt, Mozambique, the southern Arabian peninsula, and Iran and Indonesia.

PAPERBOARD MACHINERY—A multi-million dollar machinery equipment contract has been awarded to the Black Clawson Co., New York, by Parsons & Whittemore Overseas Co., Inc., turnkey contractors for expansion of a paper mill in Alexandria, United Arab Republic. Mainline production machinery—including stock preparation equipment, cylinder board machine, and drying and winding equipment—will be built by four Black Clawson U.S.-based divisions: Shartle Div., Middletown, O.; Paper Machine Div., Watertown, N.Y.; Air Systems Div., Fulton, N.Y.; and Dilts Div., Fulton, N.Y.

CHEMICALS—New plants for Germany, the United Kingdom and Spain have been announced by Dow Chemical International. With supporting facilities, the plants will involve a $20 million capital investment, bringing Dow's spending plans for Europe over the next two years to $50 million. In the next four or five years, the total is expected to reach $250 million.

BUSES—Divco-Wayne Corp., New York, has formed an export division, Divco-Wayne International. The company has also acquired the bus export business of Wayne Exports, Inc., Richmond, Ind. Divco-Wayne is a leading supplier of buses to Africa and Latin America.

Downtown Sydney

AUSTRALIA

A fast-growing market

American label will often sell a product, even at relatively higher cost

By ROBERT A. THAYER

Commercial Officer,
U.S. Consulate General, Sydney

The land "down under" is experiencing boom conditions which should continue to create a large demand for imports. Imports are now at record levels, and by giving careful attention to prices, delivery, and promotion American exporters can reasonably expect an increased share of the Australian market.

Price differentials between American goods and those of major competitors in the Australian market are declining as costs rise in Western Europe and Japan.

While Australia's trade deficit is rising, export earnings increased 30% over the past year to the highest on record, and a healthy capital inflow is keeping the decline in international reserves to relatively minor proportions. Barring some unforeseen international crisis, the buoyant economic conditions and resulting demand for imports should continue for at least the next 12 months.

Internal inflationary pressures are beginning to be felt; overall prices have risen some 5%, but in some areas there have been price declines reflecting increased productivity. A rather severe labor shortage is evidenced by virtually full employment. Demand is increasing, retail sales are rising and production in all basic industries is on the upgrade, creating problems of insufficient capacity.

All of these factors have created an upsurge in imports. Over the past year, imports have risen by 10% in value, with the U.S. share now at 23% after an 18% rise.

Given the present inflationary pressures, the disciplinary effect which imports have been having will probably continue to be recognized as desirable, and imposition of import controls is believed unlikely.

By far the largest increases in U.S. exports to Australia were in machinery, industrial components and parts, instruments and appliances, and industrial raw materials.

The current building and construction boom should generate a demand for construction materials and machinery, builders' hardware and other related products.

the author

Mr. Thayer has been at his present post since April 1961. Prior to that he was stationed in Beirut, Lebanon and as an international economist with the State Department in Washington. He was also detached to the Department of Commerce as Assistant Director of the Office of Export Supply. The Wisconsin native received his B.A. from the University of Wisconsin in 1940, and served overseas with the U.S. Navy during World War II.

Australian Directory

The newly-published Australian Directory of Exports is the first officially-sponsored guide to trade with Australia.

Features include: more than 4,000 manufactured, agricultural, and mineral products, cross-indexed to established sources of supply; bank references, capitalization, executives of 1,100 leading business establishments; services such as banks, advertising agencies, and shipping agents; and a brand name index.

There is also a section of general commercial information with useful data on geography, trade customs, political and economic aspects of trade, as well as laws and regulations governing exports, investments, foreign exchange and similar matters.

The Directory is available for $15 from Oxbridge Publishing Company, 420 Lexington Avenue, New York, N.Y., 10017.

Imports of finished consumer goods into Australia declined slightly during the past year, but with incomes rising, full employment, a generally buoyant outlook, and rising demand for a wider variety of products, there should be a larger market for high quality, top brand name American goods, such as glassware, sporting goods, household and kitchen equipment and "gadgets," certain high quality items of clothing and apparel, and toys.

Such products must be top quality, unique in design, quality packaged and uniquely "American" in appearance. Australians have a taste for American goods, but competition from other countries has pretty well captured the lower priced lines. The American label will often sell a product even at relatively high cost.

Producers' goods and materials should be in continued demand as the economy expands.

Special factors

There are a few characteristics of the Australian scene which American businessmen should keep in mind when planning a program for entry into this market.

Total population is eleven million, approximately half of which is concentrated in the two major centers of Sydney and Melbourne, separated by slightly more than 600 miles. But this relatively small market enjoys a standard of living similar to that in Western Europe. Market size, of course, determines the economics of mass production techniques; thus production machinery must have versatility and flexibility.

On the other hand, a severe shortage of labor, which will probably continue for some time, is placing increased emphasis on automation and causing greater employment of relatively unskilled labor.

Australians have a strong taste for American style goods. Many aspects of Australian living, especially as they relate to the service industries, are outdated by American standards but they are undergoing change, and these trends offer many market opportunities. For example, there are opportunities in food processing and packaging, as Australians adopt the type of distribution system and more varied uses of food products seen in the United States. Changes in consumer tastes and demands for services will create new markets for productive plant and processes, which U.S. exporters can supply.

Due to the size of the market, appointment of exclusive agents and/or distributors is usually wise. Market size also means that agents and distributors normally handle a large number of products, sometimes in widely varying lines. The Australian firm must have a relatively large number of agencies to develop sufficient sales volume to be successful. This situation sometimes means that the agent is not able to spend sufficient time and effort on any one product to promote it to maximum volume. The American supplier may have to make a special effort to assist his agent in the promotion and selling process to take full advantage of market potential.

With high protective tariffs on many manufactured products, added to transport costs from the United States, successful market penetration in volume may require the American manufacturer to consider manufacture in Australia under license, either as an alternative to direct export or following a period of market testing with an imported product.

INTERIOR OF THE BROKEN HILL iron and steel works at Newcastle, in burgeoning New South Wales.

Mexico—a trading partner

How important are our trading relationships with Mexico?
What are the major patterns and trends of U.S.-Mexican trade?
How can the U.S. Foreign Service, and the Department of Commerce help you?

By RICHARD A. JOHNSON
American Consul General, Monterrey

How important is Mexico to the United States as a trading partner? Very important indeed. Mexico buys more from us than any other Latin American nation and disputes fifth rank with Italy among all our customers. Only the Canadians, Japanese, West Germans, and the British buy more from us than do our Mexican friends and on a percaptia basis only Canada's purchases are greater. Our 1963 exports to Mexico totalled $849,000,000 or 3.81% of our total exports of $22,300,000,000.

From Mexico we imported products valued at $596,000,000 in 1963 or 3.46% of our total imports of $17,200,000,000. Among the OAS nations, only Venezuela with its enormous petroleum exports sold more to us than did Mexico, and Mexico is our sixth largest supplier worldwide in terms of dollar volume, preceded only by Canada, Japan, the United Kingdom, West Germany and Venezuela.

Although the balance of trade with Mexico is in our favor, the balance of payments favors Mexico to the extent of about $200,000,000 per annum because of the large net balances which Mexico accrues from travel, tourism, capital investment and emigrant remittances.

Patterns and trends

What are the major patterns and trends in our trade with Mexico? The volume of our exports to Mexico rose from $671,000,000 in 1953 to $849,000,000 in 1963 or by 26%; but our proportion of Mexico's total imports declined from 83.1% to 68.6%. During this decade our imports from Mexico rose from $366,000,000 to $596,000,000 or by almost 63%; but they continued to represent virtually the same proportion of Mexico's total exports, 73.8% in 1953 and 71.8% in 1963. Our exports to Mexico were up 16% in the first half of 1964, totalling $489.2 millions as compared to $423.5 millions in the first half of 1963. Figures for our imports from Mexico are not yet available for this period.

Vehicles, machinery parts and industrial raw materials make up the bulk of our exports, but automobile exports will virtually cease in 1965 when Mexico imposes the requirement that new cars sold there contain 60% by value of Mexican components. Tractor exports will also drop when production is initiated in Monterrey and Saltillo next year, and chemical exports will be reduced by the completion of new petro-chemical installations. However, these import substitution programs should stimulate machinery exports for the automotive industries. In general the trend in Mexico's imports is away from consumer goods, which now account for only about 18% of the total, and toward production equipment and raw and semi-processed materials for manufacture.

Agriculture exports

The general trend of Mexico's agricultural exports is toward such products as sugar, coffee, cattle and beef and fresh fruits and vegetables. Termination of the **bracero** program can be expected to stimulate further fresh fruit and vegetable exports to the United States, as should a projected major expansion of citrus plantings. The trend of non-agricultural exports is toward sulphur, diversified industrial minerals and metals, hard fibers and manufactures, textiles and hormones.

Mexico's population is growing currently at the rate of 3% per annum and GNP at the rate of 6% per annum; prices are relatively stable; confidence is high; and labor is quiet. Thus prospects for continued expansion of her foreign trade are excellent. General recognition of the need to help the agrarian sector suggests that a major drive may be mounted to increase agricultural productivity and income. The government may also be expected to continue to push industrialization, although perhaps with somewhat less emphasis in the more controversial areas of import substitution. Both of these tendencies should reinforce the trends noted above.

Since Mexico's general economic prospects are favorable and the United States is enjoying a high level of business ac-

MEXICO CITY, the capital of the Federal District, and of the United States of Mexico, was founded by the Aztecs in 1321 and is the oldest continuously inhabited capital in North America. Since World War II, its industrialization has increased at an astonishing rate, and its population now exceeds 5 million.

tivity, the prospects for stimulating a larger volume of trade with Mexico seem highly favorable.

Trade increase

First, the problem of increasing our exports to Mexico. Our share of the Mexican market exceeds 68% but it has declined from over 83.5% since 1953, and in many important categories we supply relatively small percentages of Mexico's total requirements. Here reside the best opportunities to increase sales of commodities which we can price competitively.

We supply less than 5% of Mexico's imports of whisky, telephone apparatus and paintings on canvas. We supply less than 25% of Mexico's imports of asbestos, solid cellulose acetates, coal tar dyes, certain fertilizers, steam generating boilers, machinery for the cement industry, tabulating and card sorting machinery, hydroelectric turbines, telephone parts and wrist watches.

We sell Mexico less than 50% of her imports of cellulose pulp, insecticides, certain pharmaceutical products, paper, iron and steel bars, many types of industrial machinery, steam turbines, metal working lathes, bearings and motion picture film. Currently there are unusually good prospects for sales of sugar mills and equipment, office machinery, railway equipment, power generating equipment, textile machinery and water and sewerage plant.

We have advantages

We enjoy considerable advantages in selling to Mexico because our goods are well known and their quality is appreciated. They are mass produced and therefore low cost in relation to their high quality. The Mexicans know that we stand behind our products and recognize the need for rapid and efficient servicing. Our geographic proximity gives us a great advantage both as a supplier and in our ability to provide prompt service. But this complex of favorable circumstances does not mean that it will be easy to increase sales in the Mexican market.

Mexico protects domestic industry with high tariffs and import controls. Licenses are currently required for some 2,500 tariff classifications and the list is growing. Competition from other suppliers is becoming stiffer and Mexico favors trade diversification. Furthermore, the market changes constantly as industrialization progresses. Mexico is neither an extension of the United States market nor identical to other Latin American markets. In order to sell, American products must be wanted, must be priced competitively and must be offered by someone familiar with Mexican marketing customs.

THE PAN AMERICAN HIGHWAY and many other good roads in Mexico have induced a high importation rate in Mexico, soon to drop off, of U.S.-vehicles, but the author sees and reports on import substitutions.

Use Field Offices

The best way to find out whether your product can be imported into Mexico is through the Department of Commerce and its Field Offices. If a market exists, go to Mexico, if possible, to study its character at first hand and to establish a local selling organization.

Usually a Mexican sales agent or distributor will be needed, and, if you contemplate selling to the Mexican federal government, your agent should be registered in Mexico with the Ministry of National Patrimony. You will have to study your competition and set your prices and credit terms accordingly. Your sales agent should be carefully chosen, fully supported and visited as frequently as possible. Frequent visits will enable you to keep abreast of market developments and will keep your representative humping. Between times, follow Mexican developments through Department of Commerce publications and your Field Office. While in Mexico, visit the Commercial Section of the Embassy or the nearest Consulate if you need assistance.

But what of the other side of the coin? We all know that international trade must be a two-way street. If our exporters are to sell Mexico more we must look to our importers to find new Mexican products or commodities which will find acceptance in the U.S. Many of Mexico's industrial products are not competitive with those of United States or other large scale producers, but there are some products and commodities, currently imported in relatively small volume or not at all, in the production of which Mexico can compete. These include tropical and citrus fruits, steel pipe, hard fibers, fresh vegetables requiring much stoop labor, wines, distilled beverages, special food products (such as *cocada, leche quemada,* canned tropical fruits, canned or frozen vegetables, etc.), cut glass, crystal and many beautiful handicrafts in wood, leather, wicker, tin, glass, precious metals, straw and textiles.

The Department of Commerce can help the importer who may wish to familiarize himself in general with the problems of doing business in Mexico, but here again a visit to explore the potential of Mexico should be made.

The Foreign Service

What can the Foreign Service do for the Foreign Trader? The United States Foreign Service is the overseas arm of the Department of Commerce, the Department of State and most of the other agencies of our government. In all larger posts, embassies and consulates, officers are specifically designated as commercial attachés or officers. At smaller posts an officer is always charged with responsibility for commercial work in addition to other duties, often with the assistance of a local national.

Embassies and consulates collect, edit and submit information needed by Commerce or requested by businessmen through Commerce, in the form of World Trade Directory Reports, Trade Lists, Trade Opportunities, Trade Contact Surveys and a wide variety of reports covering general economic, commercial and labor developments.

Foreign Service establishments also maintain libraries of commercial refer-

ence works, use their good offices to try to resolve differences between U.S. and local businessmen, provide visitors with information about the local community and introduce them to appropriate local officials and businessmen.

Help in Mexico

In Mexico, the Embassy has a well-staffed Commercial Section headed by an attaché and Monterrey also has a Commercial Officer. The other twelve consulates in Mexico do not have full time commercial officers but are always ready, able and willing to help the businessman.

In this connection I would strongly urge, however, that anyone planning to visit Mexico inform the Field Office of the Department of Commerce nearest his home in order that the Embassy and the consulates may be notified in advance of his visit and to permit the Field Office to make available to him information about the area of his special interest. This will save much time and increase the usefulness of a trip to Mexico or, indeed, to any other part of the world.

To sum up, Mexico, a rapidly growing nation of almost 40,000,000 inhabitants, has passed the take-off stage, as defined by Rostow, and has entered the phase of self-sustaining development. Mexico is currently experiencing a period of orderly growth, prosperity and stability unique in her history, indeed in the history of Latin America.

A great opportunity exists today to build or extend profitable business relationships with Mexico. Hard work and knowledge of the special problems in the situation are prerequisite to success. Those who meet this challenge successfully will contribute not only to their financial well being but to strengthening those economic bonds which tie Mexico and the United States firmly together in an ever growing mutuality of interest.

the author

A Texan, by way of Illinois, Mr. Johnson has been with the U.S. Department of State for more than 20 years. At one time an instructor of History at the University of Texas, the author has served his government in London, Washington, La Paz, Guadalajara, Ciudad Trujillo, Madrid, and since June, 1962 has been our Consul General in Monterrey. He has served as Director of the Office of Functional-Biographic Intelligence, and as executive director of the Board of Examiners for the Foreign Service.

North Carolinians involved in world trade have meeting

Chapel Hill scene of 2nd Annual week-end world trade seminar

North Carolinians with a desire to know more about the booming world trade field and how to make money exporting goods and services will gather at the University of North Carolina, Chapel Hill, December 3-4-5 for a "working weekend" which last year drew scores of attendees.

On that Thursday-Friday-Saturday, the North Carolina World Trade Association will sponsor its second annual World Trade Conference and Workshops at the UNC School of Business Administration. The state's Regional Export Expansion Council will be a co-sponsor.

Provisions are being made for NCWTA and REEC, and the University, to welcome some 250 member and non-member guests who will each pay a modest $25 for a practical "education" in export/import marketing. The fee includes two dinners, one luncheon, a cocktail hour and all instruction and personal conferences by a staff of experts.

Again this year, the NCWTA affair will feature workshop sessions where world trade experts moderate small-group conferences, enabling businessmen to obtain helpful answers and solutions to export/import problems particularly concerning their companies—each workshop held morning and afternoon so attendees can "cover" several fields of interest.

Principal workshop topics for the conference will be: Developing Export Business; Licensing Arrangements; Financing Exports; Export Shipping, Documentation and Marine Insurance; and Importation.

NCWTA President C. R. "Pete" Harris, of Charlotte, will preside at the December 3 and 4 dinners at the Carolina Inn; the latter affair being the annual business meeting of NCWTA to which, however, all attendees and guests are invited.

Daniel L. Goldy, National Export Expansion Coordinator will speak on Dec. 3rd.

At the first NCWTA conference in 1963, consensus of opinion of about 150 persons attending was that they got a liberal education in exporting well worth the registration fee.

To analyze 15% surtax effect at Chicago meeting

Trade relations between the United States and Great Britain will be discussed at a luncheon and open forum meeting of the International Trade Club of Chicago Tuesday, Dec. 1 at 12:00 noon in the La Salle Hotel, Chicago.

Just about a month has elapsed since the new Labor Government imposed a 15 percent surcharge on most British imports and granted a 1½ percent export subsidy to British manufacturers. A panel will analyze these measures and their effect on the foreign trade of Chicago area firms.

Panelists are the Honorable P. W. R. C. Haley, Deputy Consul General and head of the commercial section, Consulate General of Great Britain; Richard Bronwell, chief, international trade division, Chicago Field Office, U.S. Department of Commerce; John P. Murphy, general manager, overseas division, International Harvester Company; and moderator Walter Treumann, member of the law firm of Bell, Boyd, Lloyd, Haddad & Burns, and chairman of the club's National Service Committee.

Kaiser official points to growing export market

"I am convinced opportunities exist in world trade that will someday rival those in the great American domestic market itself," William J. Gleason told manufacturing representatives attending an export seminar sponsored by the Port of Oakland, California.

Gleason, export manager for Kaiser Steel Corporation, Oakland, was luncheon speaker at the seminar held in November. Theme of the one day session was "Increasing Profits Through Export."

In his address, Gleason urged his audience to take advantage of the opportunities in overseas trade. He said that export sales have proven so profitable that more than 1,700 American firms have entered the export market during the last four years. "Since 1960," he said, "U.S. exports have climbed from $19.6 billion a year to $24.6 billion, an increase of 27 per cent." He pointed out that California exports this year are expected to reach $2.25 billion, including $1.6 billion in manufactured goods.

Gleason said that of 11 major foreign sales outlets buying American goods in 1963, four made purchases of more than $1 billion while the remaining seven spent between $500 million and $1 billion.

Peace-through-trade concept orchestrated by 3 notables at NFTC World Trade Dinner

President Johnson, GM's Donner, Rockefeller of Chase Bank hammer on common theme at climax of Trade Council event

By STANLEY LICHTENSTEIN

Staff Writer

NEW YORK—The President of the United States said it, the Chairman of General Motors said it, and the President of the Chase Manhattan Bank said it, while a distinguished black-tie audience occupying every available banquet table in the Waldorf-Astoria's grand ballroom literally "ate it up."

The occasion was the World Trade Dinner which climaxed the 51st National Foreign Trade Convention, and the common theme expressed in the words of the three leaders was that world peace and world trade are intimately related.

President Johnson, in his message to the convention, concluded that each businessman engaged in international commerce "is, in a very real sense, a merchant of peace." American private enterprise, said GM Chairman Frederic G. Donner in his banquet address, has demonstrated that "it can be a good world citizen and a constructive participant in markets in other countries through trade and investment." Chase Manhattan Bank President David Rockefeller, accepting the 1964 Captain Robert Dollar Memorial Award, hailed the country's keen sense of corporate citizenship, adding, "and this is one commodity that exporters must package with every shipment."

Take a giant step

President Johnson's remarks—read to the audience by E. S. Hoglund, National Foreign Trade Council chairman—offered congratulations for past NFTC achievements and then immediately proceeded to look towards wider horizons.

"We are working, in the Kennedy Round, to achieve an agreement, solidly based upon reciprocity, which will expand our present markets and open up new ones," he said. "That applies to our agricultural as well as our industrial exports—for the United States will enter into no ultimate agreement unless progress is registered in trade liberalization for the products of our farms as well as our factories. . . .

"These are not the kind of negotiations in which some nations need lose because others gain—their success will be to the advantage of all, developed and developing nations alike.

". . . Government can help in opening up trade opportunities, but it is business that must take aggressive advantage of them. That is why we look to you to redouble your efforts and enroll more and more of our merchants and manufacturers in them. . . .

"The expansion of international trade can be a giant step toward peace as well as plenty. Nations which are busily and profitably trading with one another have a powerful incentive to work together in building an orderly world. . . ."

In the featured address, Donner of GM cited the nearly $22 billion total value of automotive exports from the United States since 1945. He pointed out that the cumulative net favorable balance of trade on this account was close to $17 billion —more than 20% of the United States' cumulative favorable balance of merchandise trade in the two decades.

World economic progress, he asserted, could be more effectively furthered if increased freedom of international trade would permit U.S. private enterprise to employ fully its flexibility and capacity for innovation.

"A growing freedom for business investment across national lines will complement and enforce the effectiveness of widening export opportunities," Donner said. He continued:

"As these freedoms are achieved, I am confident that private enterprise in the United States through a broadening participation in world markets will find an ever-expanding opportunity to compete, to serve with profit and to bring added strength to our own domestic economy. In so doing, it will be making a contribution toward the goal of a rising standard of living throughout the Free World."

After World War II, Donner observed, a combination of trade and investment created truly worldwide markets served by worldwide businesses. "If exports are not the economical route, it is the worldwide corporations that can make the necessary investments to engage in local manufacture. Each firm seeks to tailor its overseas operations to realities. . . ."

MIDWESTERNERS AT NEW YORK MEETING included Harold Gray (formerly of Iowa), President of Pan Am Air Lines and Neil Hurley, Jr., (of Illinois), Chairman of the National Export Expansion Council.

Navigators chart course

NFTC convention offers guidance for U.S. international economic program

NEW YORK—Fifty-six business leaders, facing up to what they called "the paradoxes and dilemmas of our age," co-authored the 15-point major policy statement adopted here at the final general session of the 51st National Foreign Trade Convention (INTERNATIONAL COMMERCE, Nov. 23, pp. 5-9).

Speaking for 2,000 registrants, the 56 Declaration Committee members reaffirmed the National Foreign Trade Council's dedication to the ideal of "free man living and working in an open and free society"—and spelled out the practical measures which they believe to be required.

Narrowing the gulf between industrially advanced and developing nations was called "the great task for this generation," of massive proportions and to be approached with a combination of patience, realism and flexibility.

Surest way

"We believe that there is a growing interdependence of nations and that neither security nor sustained prosperity can be found in isolation," the Declaration said. "We believe that the best and surest way toward the more abundant life is through an expanding flow of trade and capital, of ideas and people, between those nations that are prepared to honor the accepted, time-proven rules and codes of international commercial behavior, including observance of the rights of private property and the sanctity of contract.

"We believe that economic aid provided by the United States Government should be limited to those nations that are exerting a genuine effort to help themselves economically and socially and to preserve their own freedom and that do not pursue policies inimical to the vital interests of the United States."

U.S. negotiators at GATT (General Agreement on Tariffs and Trade) conferences in Geneva were urged to make certain that agreements involving concessions contain compensations of real advantage to exporters, calculated to bring about the broadest possible reduction in international tariffs and trade restrictions.

To the extent that enlarging East-West trade contacts will contribute to relaxing world tensions without endangering national security, military and economic, the Declaration urged the Government to permit a greater range of products to be sold to the Soviet Union and other Communist-dominated nations of Eastern Europe. At the same time the NFTC policy statement emphasized the need for "a watchful and cautious but not unfriendly or inflexible approach" in the light of the recent Soviet change in leadership.

Close coordination between the United States and its allies was urged to harmonize East-West trade controls and prevent diversion of American exports to Cuba and Communist China. On the question of long-term loans to Russia, the Declaration was emphatic:

"The provision of long-term credits is tantamount to subsidizing Soviet economic growth and increasing its economic and military power."

No substantial increase in U.S.-Russian trade can be expected, according to the Declaration, until the Russians honor property and contractual rights of companies doing business with them, particularly in the area of international patents.

On the broader issue of patents and trademarks, the convention stressed its conviction that patent protection is an indispensable factor in the growth of a developing country as well as in that of a more mature one.

"Desirable as it is from the standpoint of foreign investors that these property rights be safeguarded, it is equally essential to the long-range advancement of the country where the investment is being made," the NFTC statement held. It cautioned that "any measure which would dilute or limit the protection afforded industrial property is almost certain to provoke a loss of business confidence in the country initiating such steps."

A recommendation on economic development said:

"Long ago the United States accepted as a responsibility the task of assisting the developing nations. The key issues are those of determining the reasons for the lack of development, the conditions under which aid may be warranted, and how it may best be provided . . . so as to make it possible for free men in a free society to enjoy the fullest measure of human dignity."

The statement recalled that the United States in 1961-63 made available to developing countries more than $13 billion, with some $13 billion more coming from Western Europe, Canada and Japan. It went on to point out that this substantial aid has not alleviated mounting unrest in many recipient countries over the pace at which they are moving forward.

"The main burden of development must invariably be borne by the developing countries themselves," the Convention statement said. "Only they are in a position to institute the necessary structural changes, mobilize resources and stimulate a constructive sense of purpose."

The Declaration devoted considerable attention to tax questions, holding that:

► Foreign business profits should be taxed only in the country where earned. Until this principle is adopted, the United States should provide a 14-point reduction of the tax rate on all foreign-source business income, should not tax reinvested foreign income, and should recognize tax inducements offered by other nations to U.S. business.

► Proposed legislation for a tax credit on U.S. investments in less developed countries should apply to all investments made in connection with the active conduct of a trade or business.

► Current laws which tax U.S. shareholders on profits which they have not yet received from foreign corporations are wrong in principle. Regulations issued under these laws should not require taxpayers to keep burdensome records.

► The United States should consider export tax incentives which would not be incompatible with the General Agreement on Tariffs and Trade.

► New tax treaties with foreign governments should be concluded and existing treaties brought up to date, retaining such features as reciprocal exemption of taxes on dividends, interest and royalties.

► Advance discussions should be held with business representatives before the Treasury agrees to any novel treaty provisions such as the proposal which would allow foreign taxation of U.S. corporate income not taxable under existing treaties. In any event, advance notice should be given "so that the United States companies may take whatever action is appropriate in individual cases."

BIC boss airs 'challenges'

Reversing the usual Q. and A., Braderman puts posers to trade convention delegates

By JAMES ROURKE

Staff Writer

NEW YORK—A delegate on the convention floor just happened to ask the question and Eugene M. Braderman, up at the speakers' table, just happened to have the statistics in his pocket.

Question: How is the Commerce Department's trade promotion program going?

Answer: In fiscal 1964, the Bureau of International Commerce sponsored 12 exhibits at commercial trade fairs overseas, 30 shows at U.S. Trade Centers abroad and nine trade missions to foreign countries. The shows generated $11.1 million in on-the-spot sales of U.S. goods and an estimated $96.9 million in future sales. The trade missions nailed down $406 million in sales and $8 million in joint-venture projects.

"I compliment all in export," Braderman said. "We very often overlook the fact that a tremendous job of salesmanship has been done."

So saying, the director of the Bureau of International Commerce added:

"But we need more people looking at more markets. Many sizable U.S. firms still don't operate in areas where they have markets. Our market-share studies show this."

Braderman's participation in a final session (Nov. 18) of the 51st National Foreign Trade Convention briefly reversed the usual question-and-answer approach to panel discussions. The panelist tossed a set of questions for the audience to think about.

The questions, Braderman told convention delegates in New York's Waldorf-Astoria Hotel, are among 10 "points of challenge" to business and government on the future expansion of U.S. world trade. He listed them this way:

Market projections—What markets will be best for U.S. goods in the years ahead? What more can business and government together do to pinpoint those markets?

International trading rules—New customs unions and free-trade areas are emerging around the world. Will the basic international trade rules of the General Agreement on Tariffs and Trade (GATT) continue to serve to prevent discrimination in trade? Or should there be changes?

Export tax incentives—Are tax incentives necessary to U.S. export expansion? How much of the business community thinks so?

Export paperwork—The major shipping companies have agreed on a simple, standardized form for export documentation. But this is only the start of a Commerce campaign to cut paperwork. Any suggestions?

Less-developed countries—U.S. businessmen must recognize the push for economic expansion in these countries. What will pave the way for more U.S. sales and investments? Would it help, for instance, to establish U.S. sales and service centers in these areas, to stock U.S.-made parts and service U.S.-made equipment?

Export financing—Working with the Export-Import Bank and other government agencies, Commerce is trying to improve the export-financing programs already provided by Eximbank. Any suggestions?

East-West trade—"A question for us in the United States to decide is what policy we want to have vis-a-vis trade with Russia, Rumania, Poland, the other Soviet-bloc countries. What does U.S. business think should be done in this area?"

International standards—If nuts, bolts and other parts were manufactured to international standards of measurement, problems of interchanging components and servicing equipment would be eliminated. "Many U.S. companies find themselves shut out of markets simply because standards there are not the same as ours." What's to be done about it?

Trade promotion—"In effect, I want to put BIC on the block and get your suggestions. Should our efforts be expanded, contracted, redirected? Tell us what we can do to improve our services."

GATT negotiations—"One thing we must do: Don't deal with this on the basis of emotions. What we've got to look to is the matter of hard bargaining."

A delegate wanted to know about the possibility of aiding industry with a provision similar to Public Law 480, which

Dialogue on trade: 'We must take part'

"We're going to have another and major cut in tariffs applying between the major industrial countries of the world."

Philip H. Trezise, Deputy Assistant Secretary of State for Economic Affairs, made that prediction to delegates at the 51st National Foreign Trade Convention.

Trezise appeared before the convention upon his return from Geneva, Switzerland, the day after the Kennedy Round of international tariff negotiations opened there.

"There was no atmosphere of discouragement, unhappiness or dismay in Geneva," he said. "The bright prospects of the Kennedy Round are to be welcomed."

Of the job ahead, Trezise said:

"We're going to have a great deal of sorting out of what is practical and feasible in approaching trade with the developing nations. . . . But we must take part in a dialogue leading to more trade in the world."

What about the effect of big-nation aid programs on small-nation producers, a delegate asked.

"The answer is that we have a serious balance of payments problem and tied aid is one of the answers," Trezise said. "When and as we are able to get away from tied aid, we hope everyone else does the same."

covers the sale of U.S. agricultural products for foreign currency. The money is used for U.S. projects in the customer-country.

"We've been backward about this because you in industry have been backward, too," Braderman said. "We'd like very much to do this in co-operation with industry."

Another delegate raised the question of motivating exporters. Braderman mentioned trade fairs and centers, and outlined the new Mobile Trade Fair program. Then he made a point about tapping the market.

They're not going

Of $500 million in commercial trade with Africa in 1963, he said, half went to just one country—the Union of South Africa. "Our people are just not going to Africa in the numbers required," he commented.

Braderman's fellow panelists on the subject of international trade were Charles B. Baker, administrative vice president of U. S. Steel Corp.'s international operations; R. H. Rowntree, executive vice president of Eximbank, and Philip H. Trezise, deputy assistant secretary of state for economic affairs.

In a speech preceding the panel discussion, Baker made these points:

- U.S. industry must improve its competitive position by investing in new and better production facilities.

"Between 1949 and 1963 the steel industry has spent a staggering total of over $15 billion on new or improved facilities. This year, 1964, it will probably spend over $1.5 billion. Next year the amount will probably be as great."

- Industry must find new ways of increasing sales abroad.

"With us in steel it is especially compelling . . . Our best hope lies in innovation—the development of new and better steels, of new products and of new applications to serve the changing requirements of consumers everywhere, as well as new practices, methods and facilities for more efficient operations."

- Laws that encourage fair competition should be more effectively enforced.

"We firmly believe in the expansion of world trade through the reduction or elimination of artificial trade barriers which stifle the legitimate exchange of goods between nations. We sincerely hope that world trade events will justify this view and that our foreign friends will not yield to pressures for protectionism that seem to be rising overseas.

"However, we do protest against their entry into our markets by means of unfair and destructive trade practices—in blunter words, dumping."

- There must be even closer co-operation between business and government dealing with international trade.

"Whether we like it or not, co-operation is a required process in an international society which grows more complex every day and one in which government and business interests are inextricably entwined and react upon each other . . .

"In this field of international investment, we in American business need official encouragement, relief from burdensome and restrictive tax measures, more equitable treatment of overseas income . . . What is happening is that the shackles are being tightened instead of being removed . . . "

Rowntree outlined Eximbank's credit insurance programs in co-operation with the Foreign Credit Insurance Association and commercial banks.

"The success of the private insurance industry on export credit has been enough to encourage them to provide insurance for credits in export financing," he observed.

He also commented that "it would help if exporters who use FCIA would furnish FCIA with credit information on their customers."

Zagreb events set in spring, autumn; U.S. firms invited

The American businessman interested in demonstrating his products to the Yugoslav people will have at least two chances next year.

The Zagreb International Spring Fair will be held April 17-25, 1965. The Zagreb International Autumn Fair will take place the following Sept. 9-19.

The spring event will include the following specialized events:

International Consumer Goods Fair; International Fair of Timber and Timber Industry Equipment; International Building-Construction Fair; International Exhibition of Medicine and Medical Aids; and the International Exhibition of Measuring and Control Techniques and Automation (JUREMA).

The autumn show will be a general samples fair.

Deadline for application to exhibit in the spring show is Dec. 15. **Write:** The Zagreb Fair, Zagreb, Aleja B. Kidrica, Yugoslavia.

Publisher likens books to front-line salesmen from U.S.

The subject was books, but Curtis Benjamin intended no pun when he talked about volume sales.

Judged by the amount of money they take in, books are far down the list of popular U.S. products—"somewhere between the dog food industry and the peanut industry," Benjamin said.

Being chairman of the board of McGraw-Hill Book Co., one of the country's major publishers, he should know. And he brought this knowledge to the final general session of the 51st National Foreign Trade Convention in New York.

"Next to people, books are the best ambassadors of international enlightenment and good will," he said—yet last year the U.S. book industry exported slightly less than 10% of the $1.6 billion worth of books it sold.

Benjamin urged convention delegates —who represented practically all the big U.S. corporations—to support government and private programs to export books because "you will be the big gainers in the end."

How so?

English is the language of the free world today and "it is difficult to exaggerate the importance of our having English as the international language of education, science, industry and commerce, or to exaggerate the importance of books in keeping it as such."

Books are the basic tools of education and training and the developing nations of the world have "desperate need" for operating manuals, technical handbooks, how-to-do-it guides and professional treatises.

"Further, these emerging nations are prepared to import, along with our books, our ideas, our methods, our technology," Benjamin said.

He said few U.S. publishers are interested in export because of high production costs and a shortage of convertible currency in nations with the greatest demand for books.

Last year, Benjamin said, Germany exported 36% of her book production and Great Britain exported 43%. He estimated Russia's "total production of books for foreign use" at $212 million. U.S. expenditures on international book programs this year are estimated at $16.5 million, he said.

U.S. exports at record

Reach annual rate of $25.9 billion in third quarter; trade surplus gains

Prepared in the Bureau of International Commerce

Resuming the expansion which began early in 1963, U.S. exports—seasonally adjusted and excluding military grant-aid—after a pause in the second quarter of 1964 reached a record annual rate of $25.9 billion in the third quarter of this year. This level was 5% above the first-quarter peak.

A 9% gain in September shipments, influenced in part by the threatened dock strike, lifted the total for the first nine months 14% above the corresponding period of 1963.

Seasonally adjusted imports, increasing less rapidly than in the second quarter, rose to a peak annual rate of $19 billion in the quarter ended September 30. The total for the first nine months of this year exceeded by 8% that of the same period of 1963.

A faster rise of exports than of imports pushed the third-quarter trade surplus to an annual rate of $6.9 billion, only slightly below the January-March 1964 high. The $6.7 billion surplus through September was $1.8 billion above the rate for the first nine months of 1963.

Sharp gain in finished goods

Although exports of agricultural commodities rose at a somewhat faster pace than nonagricultural products in January-September 1964 over the comparable period of 1963, the latter constituted about 70% of the total increase. Finished manufactures, accounting for over two-thirds of this advance in nonagricultural shipments, rose to an alltime high in the third quarter of this year, after showing little change in the first and second quarters.

Machinery and automotive exports, important components of the finished manufactures commodity groups, increased significantly in the first nine months of this year over the same period last year. Staging a strong recovery from their retarded growth last year, U.S. machinery sales rose 16% in the first nine months of 1964 over January-September 1963.

Scoring the largest dollar gains were shipments of agricultural tractors and parts, textile machinery, office machines, and metalworking machinery. The worldwide trend toward farm mechanization, as well as increasing European interest in larger tractors and in newly designed U.S. mini-tractors spurred U.S. sales of agricultural tractors and parts by more than one-third over a year ago. Plant modernization in Canada and the United Kingdom, and shipments to India increased exports of textile machinery by one-fifth. The trend toward automation in Europe expanded sales of computers and other office machines and high-productivity industrial tools.

Buoyant consumer demand for cars in Canada and Mexico contributed strongly to the more than one-third advance in new car exports this year, and to the substantial increase in shipments of automotive parts for assembly over the first nine months of last year.

Higher sales of materials

Advancing steadily since the March quarter of 1963, seasonally adjusted exports of crude materials and semimanufactures increased by 6% in the third quarter of 1964. These commodities accounted for nearly one-third of the total export gain in the first nine months of this year.

Larger sales to Canada and the United Kingdom, and AID-financed shipments to Pakistan increased our exports of iron and steel-mill products sharply. Demand for metal scrap, primarily in Japan and Western Europe, led to expanding sales from the United States, the only major surplus scrap area. Increasing foreign purchases of aluminum were largely responsible for the rise in exports of nonferrous base metals. Shipments of plastics and resin materials and crude chemicals rose briskly.

Despite the sharp drop in cotton shipments in August, reflecting the expiration of last year's sales for export program, deliveries for the first nine months of 1964 were one-third higher than those of last year. Exports picked up in September under the new sales-for-export program covering selected grades of cotton.

The increase in soybean exports was stimulated by rising demand for feed, particularly in Western Europe. Sales to Japan, our largest soybean market, rose at a slower rate due to increased purchases from Mainland China. The record level of tallow shipments this year reflected increased sales to Eastern and Western Europe and to Japan, plus substantial PL 480 shipments to other Asian countries.

Food exports increase

Exports of foodstuffs, advancing by more than one-tenth in January-September over a year ago, comprised 17% of total exports this year, the same as in the corresponding period of 1963. Wheat shipments, the principal export gainer in the foodstuffs group through the first nine months of this year, declined sharply in the third quarter because of improved crops in Europe and greater competition from other exporting coun-

Export surplus spurts in third quarter*

Millions of dollars

Period	Exports[1]	General imports	Export surplus
July-September 1964	25,896	18,960	+6,936
April-June 1964	24,516	18,384	+6,132
January-March 1964	24,660	17,556	+7,104
July-September 1963	22,872	17,664	+5,208
April-June 1963	22,404	17,028	+5,376
January-March 1963	20,316	16,308	+4,008
January-September 1964	25,020	18,300	+6,720
January-September 1963	21,864	17,004	+4,860

* Seasonally adjusted annual rate
[1] Excluding military grant-aid

U.S. trade by economic class, 1963 and Jan.-Sept. 1964

	1963 Value	Jan.-Sept. 1964 Value	Jan.-Sept. 1964 Percent change from Jan.-Sept. '63
U. S. exports [1]	(In millions of dollars)		
Agricultural	5,585	4,500	+16
Nonagricultural	17,402	14,465	+13
Foodstuffs	3,770	3,070	+14
Corn and other coarse grains	794	601	+11
Wheat	1,148	1,036	+27
Crude materials	2,577	2,007	+15
Soybeans	472	349	+17
Cotton	614	522	+30
Tallow	104	115	+49
Semimanufactures	3,348	2,967	+21
Metal scrap	230	251	+49
Iron and steel	328	336	+44
Plastic and resin materials	315	287	+24
Nonferrous base metals	398	338	+15
Finished manufactures	13,291	10,921	+11
Machinery	5,438	4,638	+16
Automobiles and parts	1,444	1,210	+22
Paper and manufactures	315	277	+19
U. S. imports for consumption			
Agricultural	4,017	2,996	+ 2
Nonagricultural	12,988	10,598	+11
Foodstuffs	3,723	2,751	+ 2
Coffee	957	850	+26
Sugar	611	333	−27
Meat and preparations	524	316	−19
Crude materials	3,288	2,552	+ 2
Crude petroleum	1,025	816	+ 5
Ores and concentrates	623	548	+17
Semimanufactures	3,605	2,961	+11
Nonferrous base metals	871	718	+12
Gas oil and fuel oil	576	452	+ 8
Iron and steel mill products	341	295	+19
Finished manufactures	6,389	5,331	+14
Machinery	1,036	887	+17
Newsprint	688	545	+10
Automobiles and parts	562	[2] 488	+18
Clothing	395	328	+13

[1] Excludes reexports.
[2] Adjusted to cover imports assembled abroad which include U.S.-made parts.

tries. Rising sales of corn and other coarse grains reflected increased demand for feed for Japan's expanding livestock industry and for building Western Europe's herds.

Imports rise

Almost all of the increase in imports in the first nine months of this year over last was in nonagricultural commodities, two-thirds of which were finished manufactures. These imports, constituting a growing proportion of our total foreign purchases, have been showing seasonally adjusted quarter-by-quarter increases in recent years. The bulk of the one-sixth advance in finished manufactures through the first nine months of this year consisted of machinery, cars and other consumer goods. Machinery deliveries, 17% higher than last year, included sizable increases in U.S. purchases of power generating and harvesting machinery, pumps and centrifuges, construction and mining machinery, and laundry and drycleaning equipment.

Despite a marked rise in car imports this year, total purchases were running far below the 1959 peak. Large percentage increases were scattered among other imports of consumer goods, including artwork and antiques, clothing, gem diamonds and semiprecious stones, toys and sporting goods, musical instruments, and glassware.

Industrial materials climb

Spurred by expanding business activity in the United States, purchases of crude materials and semimanufactures were 7% greater than in January-September 1963. The more than one-tenth rise in imports of semimanufactures in the first nine months of 1964 stemmed partly from large increases in arrivals of iron and steel-mill products and nonferrous metals. Steel imports slowed down in the third quarter, however, largely as a result of strong internal demand in the exporting countries.

Continued growth in imports of nonferrous metals mirrored undiminished supply-demand pressures and price rises. Purchases of iron ore, largely from Canada, increased by more than one-fourth in response to booming production in the U.S. steel industry. The rise in imports of newsprint this year were due, in part, to abnormally low usage in 1963 because of prolonged newspaper strikes and, in part, to increased newspaper circulation and advertising expenditures.

Imports of foodstuffs showed little change in value this year over last. The approximately one-quarter increases recorded for coffee and fruits and vegetables were offset by lower import values for sugar and meat.

Trade with industrial countries

Almost two-thirds of our export surplus through September resulted from U.S. trade with Western Europe, Canada, Latin America, and Japan. The surplus with Western Europe alone comprised almost 50% of our overall trade balance.

U.S. exports to Western Europe rose by 15% over last year. Sales of chemicals to the area were more than one-fifth higher, while machinery shipments increased by 14%. Most of the 10% rise in U.S. purchases from Western Europe resulted from increased imports of metals, machinery, and consumer goods.

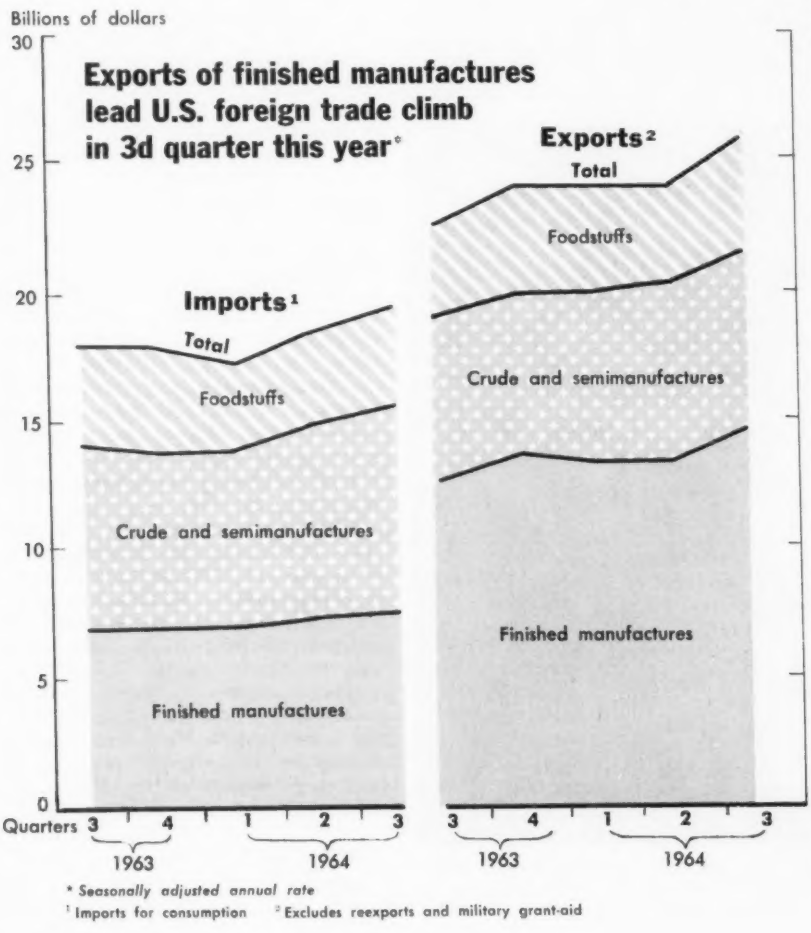
Sales to the European Free Trade Association (EFTA) countries were 25% greater than a year ago, as compared with a 15% gain in shipments to the Common Market area. Exports to the United Kingdom rose by 30% over last year's. Gains ranging from 17 to 32% were reported for U.S. exports to the European Economic Community (EEC) countries, with the exception of Italy. The Italian program curtailing import demands was reflected in the 8% decline in U.S. exports to that country.

The increase in U.S. arrivals from the EEC, at a faster rate than those from EFTA, resulted mainly from more imports from Germany, France, and Belgium-Luxembourg. U.S. purchases from the United Kingdom advanced by only 6%.

Sales to Canada were 16% ahead of last year's, the result of increased shipments of machinery, industrial materials and consumer goods. The sharp cutback in purchases of uranium oxide, due to the phasing out of Atomic Energy Commission overseas procurement, limited the advance in U.S. imports from Canada through September to 11%.

U.S. shipments to the 19 Latin American Republics, on a downward curve since 1961, climbed 17% through September of this year. All countries in the area, with the exception of Brazil and Panama stepped up their purchases from the United States, with sales to Mexico, our largest customer in the area, rising by more than one-fourth. Imports from the republics, on the other hand, showed little change.

Heavy shipments of scrap, plus the increase of more than one-half in grain sales contributed to the 14% gain in U.S. exports to Japan through September. U.S. purchases of Japanese goods expanded by 16% this year over last. In addition to the significant increase in imports of iron and steel-mill products, the advance extended over a variety of consumer goods.



* Seasonally adjusted annual rate

[1] Imports for consumption [2] Excludes reexports and military grant-aid

Peter T. Jones resigns as deputy to Secretary Hodges

Will join W. R. Grace Co. as manager of Peruvian operations

Peter T. Jones has resigned as Deputy to the Secretary of Commerce to join W. R. Grace & Co. in Lima, Peru.

Jones has served as Deputy since August 1963. His resignation, effective Dec. 4, was accepted by Secretary of Commerce Luther H. Hodges "with great regret."

"He has made an excellent contribution to the development of our policies in foreign trade and investment, and has assisted me greatly in his over-all work as deputy," Secretary Hodges added.

Jones came to Washington in 1961 as a member of President Kennedy's task force to reorganize the foreign aid program. He then was appointed a Deputy Assistant Secretary of Commerce, serving as a key assistant in connection with the passage of the Trade Expansion Act in 1962. Subsequently he worked on financial and investment policy matters until his promotion as Deputy.

In his new position, Jones will serve as a director of several Grace corporations in Peru and as one of the managers of Grace's Peruvian operations.

Before coming to Washington, Jones specialized in private international law with the New York firm of Sullivan and Cromwell. He is a graduate of Yale College and Harvard Law School.

Coal is new export star

Eastern Associated Coal Corporation won "E" flag for overseas sales drive

Coal, the "black diamond" of the mineral world, but often the forgotten fuel of the nuclear and space age, has become the new star of U.S. exports in the last two years, and the first award of the Presidential "E" for "Excellence in Exporting" to a bituminous coal company emphasizes its growing importance to the total U.S. export picture.

Now, with the special concern over the Appalachian region of the U.S. where the coal unemployment rate is 7.1 percent, compared to 5.0 for the rest of the nation, coal executives have been participating in an around-the-world "coal export adventure" in a vigorous drive to increase foreign coal sales. For every million tons of coal sent abroad, jobs are created for some 400 coal mining people and another 200 in transportation, not to mention the improvement in the country's "balance of trade."

The sales efforts of the U.S. coal people abroad are proving fruitful. The United States will export more than 49 million tons of bituminous coal in 1964 to more than 50 countries. This is an increase of two million tons over 1963 and 11 million tons over the 1962 total.

The first bituminous coal company in the United States to be honored with the "E" award was Eastern Associated Coal Corp., Pittsburgh, who with its export agent, Castner, Curran & Bullitt, Inc., New York City, waged one of the industry's most intensive overseas sales campaigns.

A combined government-industry effort, the blueprint for the comprehensive program to explore new coal markets overseas was contained in the 1963 report to the Office of Coal Research, Department of the Interior, by the Robert R. Nathan Associates research firm. The Nathan Report forecasted U.S. coal exports could reach 75 to 125 million metric tons by 1970, an increase of 100% to 250% over 1962 levels. The report went on to make recommendations about how these promising increases might be achieved.

- Offer long-term contracts.
- Apply sales promotional techniques to foreign coal sales.
- Set up a foreign sales association.
- Establish specialized government agencies.
- Work toward a reduction of rail rates on export coals.

AT 'E' AWARD are (left to right) W. B. Ross, president, Eastern Associated Coal Corp., Harry E. Redenbaugh, chairman, Pittsburgh REEC; George Josephson, director, Pittsburgh Bureau of Mines; Fred A. Guiliano, manager, Pittsburgh World Trade Council; and Newton Heston, Jr., Department of Commerce.

Eastern launches drive

Eastern, one of the world's largest producing-exporters of coal, sold more than three million tons of coal overseas in 1963. Its initial move was to send executive sales teams on extended tours of Far East and European steel mills, utilities and coal mines, presenting Eastern's credentials as capable, long-range suppliers, and to lay the ground work for subsequent high-level meetings.

In Japan, the largest overseas customer of U.S. coals, A. P. Boxley, Vice President, Operations; C. H. Sawyer, Manager, Customer Services; and H. E. Harris, Manager, Eastern's research laboratory, spent six weeks learning the needs of Japanese customers and prospects and determining how Eastern coal from mines in West Virginia and Pennsylvania could be blended with native Japanese coals to produce a good coke economically for Japanese steel plants. They also attended the International Coal Conference in Tokyo where Mr. Harris addressed the coke section of the Fuel Society in Japan, reporting on developments in blending of coals and coking procedures pioneered at Eastern's laboratory.

In Europe, Fred S. Holway, Vice President, Castner, Curran & Bullitt, Inc., called on coal customers and prospects in several countries, learning in more detail their future coal requirements. He was accompanied by L. R. Fiore, Senior Vice President, Eastern Gas and Fuel Associates, parent organization of Eastern Associated Coal Corp., and an expert on coal transportation. He is also President of Eastern's Ohio River Company, the bulk cargo movers on the U.S. inland waterways.

Washington meeting

In the U.S., meanwhile, others of the firm's executives took part in a conference

called in Washington by Secretary of the Interior Udall to discuss recommendations made in the Nathan Report to his agency. Urging the coordination of coal industry and government officials to develop a joint program that would stimulate coal exports, Secretary Udall announced the assignment of John M. Kelly, Assistant Secretary of the Interior for mineral resources, to visit foreign countries to study trade restrictions imposed on U.S. coal by these nations.

As a result of this meeting and the reports of the sales teams visiting in the Far East and Europe, the firm's efforts to establish itself and the U.S. as a major long-term supplier to the coke ovens of the free world went into high gear. Top level executive teams embarked on worldwide tours to discuss the recommendations of the Nathan Report with foreign buyers. Eli Goldston, President, Eastern Gas and Fuel Associates, and W. B. Ross, President, Eastern Associated Coal Corp., visited Japan, Thailand, India and Europe.

While in Japan, a novel "Exchange of Views" meeting on the Nathan Report was held, with representatives of the leading Japanese steel companies, representatives of the two large Japanese "trading houses"—Toyo Menka Kaisha, Ltd., and Mitsubishi Shoji Kaisha, Ltd., agents for Eastern's coal, and a representative of the American Embassy in Tokyo, taking part. As a feature of the meeting, the Japanese steel company executives signed impressive testimonial scrolls citing Secretary Udall and Senator Jennings Randolph of West Virginia for their interest in developing great use of U.S. coals in Japan.

Meetings held in Europe

Out of the success of the "Exchange of Views" meetings in Japan came the decision to repeat this type of meeting in Europe. Meetings were held in Paris and Milan. In these meetings, top executives of interested firms discussed in detail the recommendations of the Nathan Report and problems, such as U.S. inland freight rates, involving any efforts to increase the sale of our coal to foreign customers.

The widespread sales campaign produced outstanding results and the prospects of additional contracts are encouraging.

New long-term contracts include the signing of the first contract with a Canadian utility for the purchase of U.S. coal. Under the terms of the contract, approximately 500,000 tons of coal produced by Eastern's Federal #1 mine in Grant Town, West Virginia, will be purchased this year by the Hydro Electric Power Commission in Ontario for use in two generating stations near Toronto.

SEEKING NEW MARKETS in Japan for West Virginia coal are Eli Goldston (center), president of Eastern Gas and Fuel Associates; and W. B. Ross, Eastern Assoc. Coal Corp. president, visiting Steel & Tube Co.

Thereafter, for at least four additional years, Federal will supply a minimum of 500,000 tons a year or 15% of the utility's purchases of U.S. coal, whichever is greater. The growing power needs of the Province of Ontario indicate that demand may necessitate the purchase of as much as 7 million tons of U.S. coal by 1969.

Find great interest

"Everywhere we find great interest in the proposals sparked by the Nathan Report for developing long-range volume coal purchases by foreign users," Mr. Ross stated in reporting the results of the opening phases of the sales campaign to the Office of Coal Research. "Japanese steel officials have reported to us their conviction that American coal is the 'rice of the Japanese steel industry.' "

Another Eastern contract involves two of the world's largest steel producers. Italsider, one of Europe's largest steel companies, is the major subsidiary of Finsider, which controls 90% of Italy's iron production. Finsider companies produced 5½ million tons of steel in 1963 and are carrying out plans for expansion to produce more than 10 million tons per year.

In announcing the Italsider agreement, Ing. Ruggero deVito, director of purchases, stated, "The Nathan Report on the export potential of the U.S. coal was an important factor in our decision to make this major long-term coking coal contract. If the U.S.A. inland freight rates are adjusted as predicted we will be prepared to negotiate similar agreements with other U.S.A. suppliers."

Strong effort is going into cultivating more Japanese steel industry business, and with good reason. The U.S. coal industry last year exported six million tons of bituminous coal to Japan, but the Interior Department estimates a potential market in Japan of 13.6 million tons by 1970.

U.S. bituminous coal is enjoying an excellent competitive position quality wise, and is preferred by the Japanese steel industry for coking over coals of other countries. But, this advantage alone is not enough to compete with other coal exporting countries. American coal imported into Japan declined from 70% of the total coal imports in 1960 to 57% in 1962. In the same period, Australian coal imported into Japan increased from 14% to 30% and Russian imports from 5% to 8%.

Belgian trade chief lists his country's world-trade targets

The soft-spoken man at the microphone said there are three things to do:

Concentrate on more exports to established markets.

Turn to untapped markets in the developing nations of Latin America, Asia and Africa.

Trust in the success of the Kennedy Round of negotiations under the General Agreement on Tariffs and Trade (GATT).

It could have been a U.S. business or government executive exhorting a group of American traders. Instead, it was a Belgian government official telling of Belgium's goals in world trade.

Carlos van Bellinghen, minister plenipotentiary, general managing director of foreign economic relations for the Belgian Ministry of Foreign Affairs, was in New York to address the Belgian Chamber of Commerce in the United States.

U.S. investors

Van Bellinghen credited U.S. investors for a "remarkably strong and successful" renovation of Belgian industry. He continued:

"In this program we look, of course, in the first place to the United States companies, and we are satisfied that, to date, some 500 U.S. firms have chosen Belgium as their operations base, either through a wholly-owned branch or subsidiary, or in partnership with local firms . . . It will not come as a surprise that 70% of foreign investments in the Belgian economy between 1959 and 1963 are of U.S. origin."

Last year, he said, 8½% of Belgian exports were to the U.S. Belgium wants to sell much more here, he added.

For the future

What is Belgium doing to compete in world markets? Van Bellinghen listed these approaches:

Trade missions, including trips to the U.S., Eastern Europe and Russia.

Greater participation in international trade fairs.

More commercial officers in Belgian embassies and consulates.

New and revised export credit and insurance laws, including one "to extend the direct guarantee of the government to cover risks involved in deals of great importance and long duration."

A sudsy saga: Onward from Northbrook, Ill.

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

BRUSSELS—Out on Culligan Lane, a dilapidated, beat-up side road parallel to the main airport highway, Belgian and U.S. flags fly in front of a modern, neat building from which, through wide picture-windows, one looks upon manicured and well landscaped lawns.

This is the spanking new, hexachlorophene-clean European headquarters of out-of-town conspirators who soften U.S. water so that soap suds never rinse from a bather after a tub.

"We are moving even faster in this part of the world," said Don Hintz, president of European operations. "What we do is rid water of calcium. If Chicago has about eight grains of hardness, which is way too high, there are 22 grains in Brussels. German water is worse. Everywhere in Europe water is as hard as Sonny Liston's stomach. This means costly laundry.

"It is better for people to get suds in a bath than not have them in the washing machine. Clothes last longer and—temper, temper—in the long run so do people."

The subject of today's household hint cared so little about foreign trade that in 1959 letters from foreign distributors were laughed off with a promise to meet when the company export manager next took a trip overseas. Since travel from Northbrook, Ill., consisted largely of watching a TV show of a Sunday bull-fight in Juarez, or casting for Canadian fish, this was hilarious sales promotion.

But six years ago, a Swiss distributor with the odd Alpine name of Jim McElroy, who could not throw flags with neighborhood kids or yodel on holidays, stopped by Northbrook. "Hey, Culligan Man," he hollered. "I want to sell for you. I will buy a plane ticket and carry the water softener back on the extra seat if you will let me."

Culligan at this time—and with reasonable accuracy—thought Las Vegas, Nev., was a foreign market, and demurred. But the replanted Swiss prevailed.

McElroy now is European sales manager for Culligan. A plant has been opened up in this land of fine food and amiable people. On the day of dedication recently, surrounded by a small troop of U.S. distributors who had journeyed across with him, Harold F. Werhane, Culligan's president, announced the just-occupied building was to be doubled in size immediately.

"In 1958 we sold $20 thousand abroad. This doubled, increased, doubled again, until in 1964, six years later, we expect to handle $3 million in foreign trade. Next year this may even double."

No organizations in the world, except Dade County political parties or Sol Polk discount stores in Chicago, have the intenseness Culligan attains. They wear emblems and pins, unashamedly drive decorated trucks, build on main highways and tell each other they are honest, trustworthy and friendly sort of guys. The approach is 1922 vaudeville.

"Say those three little words," goes a Culligan commercial. "I love you," she breathes. "No," he shouts. "Holler, 'Hey Culligan Man!' "

In Europe, Culligan is playing it the same way. It works. Just repeat, "Eh! Monsieur Culligan!"

Japanese tourists prefer Europe to United States; Travel Service schedules show in Tokyo Center

'Visit USA' show set early next year; Government hopes to convince Japanese sightseer there's much to see here

Until last April, the Japanese man or woman with free time and a desire to see other parts of the world had to stifle the urge. No one was allowed to travel abroad as a tourist.

Japan now lets its people take $500, plus transportation costs, with them on sight-seeing journeys. This raises the problem of where to go and what to see.

So far, according to passport indications, the Japanese tourist has preferred to head for Europe instead of the United States.

The United States Travel Service, in an attempt to draw more Japanese travelers to Williamsburg, Yosemite National Park and New England, is going about the task in a direct way.

A "Visit USA" travel show will be held Jan. 25-Feb. 12, 1965, in the Trade Center in Tokyo—the first time the Government has pushed American travel products in a trade center.

The main idea of the show is to create the mood of the destination area through sketches, photo murals, props and costumed mannequin, much like looking at a display in a store window.

John W. Black, Acting Director of the Travel Service, said recently there is still time for the tourist bureaus and chambers of commerce to enter the show. Just about all that is required, he said, "is for the tourist promotion agency of each destination area to conceive a basic design plan and ship to Tokyo whatever materials are required to carry out the design."

The cost, he said, is a "modest $150 to cover minor expenses.

"The event," Black said, "promises to make a substantial impact upon both the travel agent and the potential traveler in the rapidly expanding Japanese tourist market."

Materials should be sent to the United States Travel Service, American Embassy, Tokyo, Japan. Things which can be mailed may be addressed to the U.S. Travel Service, American Embassy, APO 503, San Francisco, Calif. A check for the $150 miscellaneous fee should be made out to the Secretary, Visit USA Travel Show.

An estimated 50,000 Japanese will have visited the United States by the end of this year. The number could go to 75,000 in 1965, the Travel Service said recently.

The Travel Service expects 20,000 visitors—3,000 of them directly connected with the travel industry in Japan—to attend the three-week show.

Those who do go to the show, according to a preliminary floor plan, will go through a "maze"—from Hawaii to the West Coast, down through New Orleans and Miami, then along the Atlantic Seaboard and up to New England. From there the visitor will see the outstanding attractions of the Midwest and Far West and Alaska.

The "maze" effect will be created by floor-to-ceiling partitions on both the first and second floors of the Trade Center.

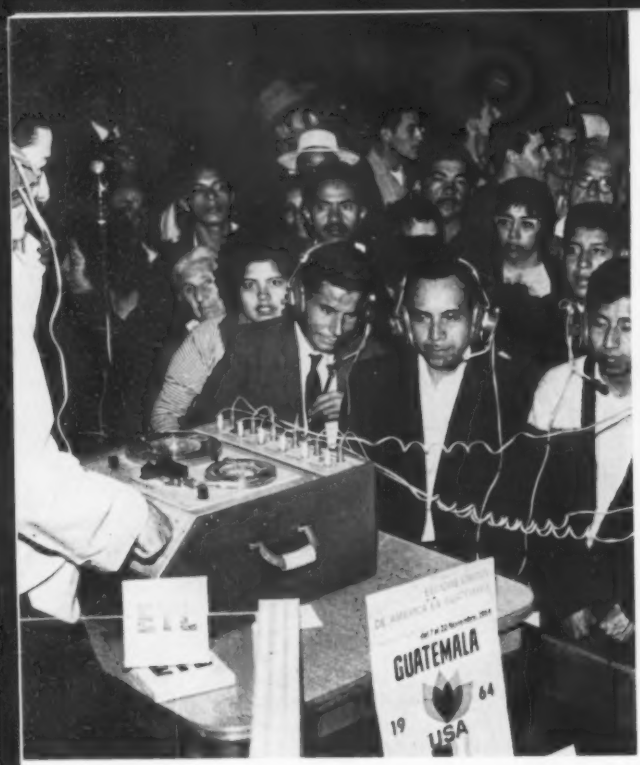
Additional information about trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

CORRECTION

A staff member of INTERNATIONAL COMMERCE had a slightly red face last week.

The name of an "E" award winner was misspelled. The Soabar Co. of Philadelphia, not the Seabar Co., was given the award. The magazine regrets the error.

COLONIAL WILLIAMSBURG should be high on the list of places for the Japanese visitor to see, says the U.S. Travel Service, as it prepares for a 'Visit USA' show at the Tokyo Trade Center early next year.



'Education for progress' at fair in Guatemala City

The subject of "Education for Progress" can cover a lot of ground, as the photographs on these two pages show. The thousands of Guatemalans who thronged into the U.S. national exhibition Nov.

7-22 in Guatemala City kept their feet moving and their heads turning to take all the displays in. The "Education for Progress" theme was centered on electronic teaching aids for classrooms and labor-saving machines for factories and farms. Several bilingual students, trained at the exhibition, demonstrated industrial and agricultural machinery and equipment furnished by leading U.S. manufacturers and suppliers. Some of them were trained to demonstrate U.S. equipment for weaving, silk-screen printing, leather working, copper enameling and the art of pottery making.

New administration's programs may revitalize Chilean economy

Many business indicators point to renewed vigor and progress; incoming government hopes to boost investment in copper

An aura of moderate optimism has supplanted general apprehension as the underlying mood of the Chilean economy. Christian Democrat Frei's decisive presidential victory over the Socialist-Communist candidate, Salvador Allende, has been favorably received by the private sector, despite the fact that stronger economic controls are expected than from the previous Allessandri regime.

Evidence of the more hopeful attitude is provided by various commercial and economic indicators, all showing renewed vigor and progress. Stock prices underwent an upward surge and private construction, industrial production, and retail sales have all gained.

Production increases have been especially marked in foodstuffs, textiles, wearing apparel, furniture, paper, and many rubber and chemical products. Domestic steel production has also climbed, with new demand already out-stripping the present supply by 17%.

The construction industry is also anticipating an expanded role, due to the incoming government's plans for a vast low-cost housing program.

The Frei regime received its public mandate on a platform of far-reaching but moderate reforms and development through democratic means. The administration hopes to realize this goal by promoting: **(1)** increased exports, principally of Chilean refined copper; **(2)** greater agricultural production and land reform; **(3)** higher industrial development, including import substitution and production techniques geared to mass markets; **(4)** tax reforms to increase the contribution of higher income groups; and **(5)** literacy and other educational reforms to spur long-range social development.

Factors aiding the ambitious reform program include a favorable trade balance for the first seven months of 1964, a rise in fishmeal exports, relatively peaceful labor relations, and a slowdown in the cost of living increase (September 1963—September 1964 retail prices rose 44.7%, down from the previous year's 53.6% rise). The major impediments to a more rapidly expanding economy are restricted foreign exchange and commercial credit facilities.

The Frei administration is attempting to ease the pressing balance-of-payments problem by renegotiating the external debt and obtaining larger amounts of foreign assistance for both the public and private sectors under the new six-year development program. As part of this effort, President Frei wants to attract investment not only in large industries, but also in those producing all types of export commodities, import substitution items, or those catering to mass markets.

The new regime has already promised high priority in foreign exchange allocation to those sectors or industries tending to increase exports. In line with such export-expansion aims, a National Quality Control Council was established to regulate products destined for both the export and domestic markets.

The latest retail price index shows that inflation continued during the third-quarter of 1964, but at a slightly lower rate than the previous third quarter.

Exchange rates remained relatively stable despite the rise in prices, and the Central Bank's foreign exchange position has improved by $20 million in the last seven months. Commercial bank credit remained very tight, despite the lowering of the marginal reserve requirement on new deposits from 57% to 54%, and a slight improvement in the banks' net exchange position.

Trade developments

Competition for sales to Chile continues to depend primarily on the nature of financing terms. Despite unfavorable commercial arrearages, importers can find suppliers offering extended credit terms and other financing aids. As an example, the Spanish Foreign Exchange Authority recently purchased $4 million in Chilean bonds to be used in effecting advance deposits, and is loaning them to importers of Spanish products at very favorable interest rates. West Germany has also approved a $5.25 million loan, the foreign exchange proceeds of which will be used for payment arrearages.

Chile is attempting, within her foreign exchange limitations, to reduce payments delays, especially on higher priority im-

AN OVERHEAD CRANE SWINGS IN to unload more logs to feed a new paper mill on the Bio Bio River near Concepcion, Chile. The mill, producing newsprint, was financed by a loan from the World Bank.

ports. As part of the system of liquidating long overdue debts, foreign exchange is currently being made available through the sale of futures—spot rate dollars being practically non-existent—for all imports which had completed their statutory waiting period of 120 days after shipment by February 29, 1964. Progress is evidenced by the fact that the eligibility cutoff date at the start of the third quarter was still August 31, 1963.

Until November 13, futures availability for other imports was based upon the prior deposit category in which the merchandise fell. Thus, futures were available for all priority imports within the 10% category, and those within the 100% category registered after October 21, plus certain other specified imports (For full details see *International Commerce*, November 23, p. 23).

The above system still prevails for imports registered before November 13, but imports registered after that date will be subject to a new system due to the abolition of prior deposit bonds, and their replacement by local currency deposits. Futures for all these higher imports may be purchased immediately after customs clearance, so that payment may be received at the close of the mandatory 120-day waiting period. Non-priority imports must await broadening of payment eligibility under the liquidation system for long overdue commercial debts.

U.S. exporters' payment experiences, although not satisfactory, are generally better than most other exporters to Chile, primarily due to AID programs. American imports eligible under Chile's regular futures availability procedures are covered by the future's market, while dollars available through the AID program Special Letter of Credit accounts are applied against the remaining eligible U.S. imports. This has resulted in U.S. products enjoying wider eligibility for futures and thus receiving a greater number of earlier payments.

Sizeable amounts of commercial arrearages are currently outstanding, not due to a lack of foreign exchange, but because Chilean importers can't find enough *escudos* to purchase the available futures. Importers attribute this lack of *escudos* to the tight commercial bank credit conditions.

Despite these problems, statistics for the January-July period show improvement in both the Chilean balance of trade and the U.S. share of the market. Foreign trade figures continue to show a positive trade balance, with present projections indicating an aggregate 1964 trade surplus of approximately $7.5 million. The U.S. share of the market for the same 1964 period shows an increase to 37.3% compared to the 1963 total of 35.1% for the same period.

Chile's increasing trade deficit with its LAFTA partners, presently amounting to $40.7 million, has led to criticism of that organization. The main Chilean criticism is that the industrial integration and complementarity aspects of the regional economic grouping, which some had expected to provide relief from Chile's persistent trade deficits, have been too slowly implemented and rendered less effective.

Industrial developments

U.S. third quarter investments approved by the Chilean Investment Committee included projects by Kaiser Aluminum, Crown Zellerbach Corporation, Boyles Brothers, Chile Canadian Mines, Ensign Bickford, Conservas Aconcagua, and Laja Crown S.A. Papeles Especiales. The commodities to be produced range from mining explosives to foodstuffs, with the value of investment during the quarter totaling over $8.8 million. Also, the Chilean branch of the First National City Bank of New York announced that it was increasing its capital by $1 million and that new branch offices were being planned for various parts of Chile.

Considerable legislative progress was made on a bill authorizing establishment of a private development bank. Passage is expected in the special session of Congress now underway.

Chilectra, the Chilean subsidiary of the American and Foreign Power Company, was granted a 23% rate increase effective August 14. This change, together with two previous adjustments, represents a 47% increase in the company's charges within a year. The revision was necessary to bring company earnings to the 10% level provided by the public utilities law.

Share risks and profits

The new Frei administration appears to be actively exploring new methods for promoting increased investments in the production of copper. Present emphasis centers around new arrangements in which both investment risks and profits would be shared to some degree by the Government of Chile.

In accordance with this policy, the National Mining Enterprise (ENAMI) formally opened its new Las Ventanas copper smelter recently. This modern installation is expected to draw its copper from the medium and small-sized mines which presently ship a sizeable amount of their output for processing in Europe. Production will range between 25,000-30,000 tons of blister copper annually, with provision for expansion.

Of special interest to U.S. exporters and manufacturers is the announcement that the Telecommunications Committee of the Chilean Development Corporation (CORFO) will open bids to supply communication equipment needed to establish a country-wide microwave system on Dec. 12.

The frozen shrimp and langostino (crayfish) industry of central Chile is expanding and modernizing its processing facilities. Two new plants are being constructed and three existing ones are installing new processing lines. These efforts are expected to result in a substantial increase in the export of frozen shrimp and crayfish, or what is commonly known as baby rock lobster meat.

The first section of an electrified railway from Santiago to the south was inaugurated on September 10. Modernization of all state railroads is envisioned in the Chilean Ten Year Development Plan (1961-70).

Financial

Estimates of the national accounts for 1963 show the gross domestic product to be 9,993 million escudos in current prices, with gross national product at 9,827 million escudos and national income at 8,246 million escudos. Depending upon whether one uses the average bankers exchange rate ($1 = 1.87 escudos) or the average brokers rate ($1 = 3.01 escudos), per capita income converts to between $534 and $332. The increase in national income in 1963 was estimated at 2.2%, compared with 6.7% in 1962.

A U. S. delegation arrived in Santiago on November 9th to determine the form and level of U.S. assistance to the new government.

Recent U.S. financial aid to Chile has included the approval of two feasibility studies under an AID loan arrangement. The first, for a triple superphosphate plant, will be undertaken by the Rust Engineering Company, and the second will evaluate the possibilities of constructing a metallurgical plant to process copper by-products.

A $15 million AID credit was also implemented to finance import of U.S. goods and services as a supplement to an earlier $70 million assistance package.

Two recent Export-Import Bank loans will finance the purchase of U.S. machinery and equipment for expanding

Chilean private enterprises. The first, a $2.7 million transaction with Bosques e Industrias Madereras, S.A. (BIMA) of Santiago, covered the purchase of sawmill machinery; while the second, completed with Comandari, S.A. of Santiago, provided for the purchase of U.S. textile manufacturing machinery and equipment to produce textiles for local consumption. Both will enable the respective firms to substantially increase their production and efficiency.

Farm outlook clouded

The agricultural outlook was clouded with pessimistic crop forecasts caused by the serious lack of rainfall. Recently, a Food for Peace agreement was signed with the U.S. providing $21 million of surplus agricultural commodities. The credit was made on a long-term basis, with repayments in dollars.

The Frei government's agricultural aims include the realization of greater agricultural production by parceling out large underutilized properties, the application of modern technological methods, and the incorporation of the campesinos into the national economy. The Ministry of Land and Colonization recently announced that in the past four years 2,289 new landowners have received 316,749 acres of land, while some 300,000 acres of public lands have been rented or sold within the last nine months. Such measures are expected to increase in tempo under the new administration.

Florida association meets in Tampa on Dec. 10

The recently formed Florida International Trade Association will be addressed in Tampa on Dec. 10 by J. P. West, Export Control Officer. The meeting will be held at 7 p.m. in the auditorium of the Greater Tampa Chamber of Commerce Building.

West will discuss the revised Schedule B classification which takes effect next year.

MEETINGS SCHEDULED

Carney G. Laslie, Jr., on brief home leave from his post as Counselor for Commercial Affairs, Tokyo, will be available in the New York Field Office of the Department of Commerce, Empire State Building, on Dec. 8 and 9, and in the Philadelphia Field Office, 1015 Chestnut St., on Dec. 10 and 11. Businessmen in these areas who wish to discuss Japanese trading problems with Laslie are invited to contact the field office.

Expired letters of credit cause delay in payment for exports to Pakistan

During the past several months, a number of misunderstandings have arisen between U.S. suppliers and Pakistani importers of American products concerning payments under letters of credit.

Payments by Pakistani buyers to U.S. suppliers have, over the years, normally been made on the basis of irrevocable and confirmed letters of credit. Recently, however, an increasing number of U.S. suppliers have shipped materials after the expiration date of their letters of credit with the anticipation that the letter of credit will be promptly extended to allow them to receive payments. Often, however, extensions of import licenses are subject to administrative delays before being received by the importers.

In the quickly changing market situation in Pakistan, many importers have refused to extend their letters of credit under these circumstances, particularly when selling prices drop.

Consequently, some U.S. firms have incurred considerable delays and expenses resulting from reshipment and demurrage charge. American firms, therefore, should defer making shipment to Pakistan until they are in the possession of a valid letter of credit. They will avoid these payment difficulties and, at the same time, establish beneficial commercial relationships with Pakistani importers.

Export increase brings 'E' award to two companies

A company which manufactures automobile replacement parts and a firm which distributes refrigeration, heating and air-conditioning equipment have been added to the "E" award list.

Moog Industries, Inc., of St. Louis, received the award Nov. 18. The company was cited for "substantially increasing its export sales by determined efforts."

The firm has increased its export sales 250% since starting to sell abroad in 1961 and has shipped to 42 countries.

Daniel L. Goldy, National Export Expansion Coordinator, presented the award at the Department of Commerce to Hubert C. Moog, president.

In Chicago the same day the Harry Alter Co., Inc., was honored for substantially raising its exports of refrigeration and air-conditioning components "by offering a large selection of competitively priced merchandise, maintenance of a very high standard of service, and promotional perserverance.

The Chicago firm's exports in the first quarter of this year were 23.9% of the total sales.

Harry Alter, chairman of the Board, accepted the award for his firm.

IT'S FAR FROM ANY SEASHORE, but Iowa nevertheless can ride the rising tide of world trade, Daniel L. Goldy (second from left), national export expansion co-ordinator, told the Iowa Governor's Conference on World Trade in Des Moines. Gov. Harold E. Hughes (second from right) called the one-day meeting (Nov. 20) in co-operation with the U.S. Department of Commerce's new Des Moines Field Office; the Iowa Development Commission, the Iowa Manufacturers Association and the Greater Des Moines Chamber of Commerce. With Goldy and the Governor are Chamber president Jerry Wolf (left) and conference chairman Marvin M. Schmidt, vice president of John Deere Co. and chairman of the Iowa Development Commission. Iowa firms which have won the Presidential 'E' Award for export were honored.

Chile to promote own metal industries

According to Chile's proposed Decree 1,250, all governmental and semi-governmental entities must henceforth purchase domestic metallurgical products or parts in preference to similar imports. This decree, aimed at promoting Chile's metallurgical industry and economizing on foreign exchange expenditures, has already been signed by the President and Ministry of Economy and is currently awaiting official publication by the Controller General.

Leading provisions include:

- National metallurgical products "of equal price and quality" must be given preference over similar imports. According to ASIMET, the Chilean Metallurgical Trade Association, all import duties and levies must be included in computing comparable foreign prices even though governmental entities may be exempt from paying such duties.
- Reasons for purchasing foreign metallurgical products must be certified to the Department of Industry and Commerce in the Ministry of Economy. Such certification must show that there are no equivalent domestic products, that no bids for similar domestic products were received, or that there exist acceptable reasons justifying metallurgical imports.
- A maximum amount of national parts should be incorporated in the imported products if the complete product is not available domestically. Purchase preference must be given to foreign offers of equal "price" and "quality" which would permit maximum incorporation of domestic elements in the final product.

Most unfinished metallurgical products manufactured in Chile are already protected by prohibited lists or high surcharges.

Imports prohibited

The Singapore Government has announced that effective Oct. 23, 1964, import licenses will no longer be issued for consignments of monosodium glutamate to be imported for the purpose of re-export to any destination outside Singapore, including the other states of Malaysia. Imports of monosodium glutamate into Singapore except for re-export were prohibited in July 1964.

EEC directive available

Copies of a new draft Directive of the EEC Council of Ministers on weights and dimensions of commercial road vehicles and additional technical requirements applicable to such vehicles are now available from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

This directive is part of the effort to harmonize Member State laws on road transport so as to achieve at the end of the Common Market transitional period a common transportation policy.

Director of EEC Information named

Marcel Mart, a Luxembourger, has assumed duties as director of the European Community Information Service in New York.

Mr. Mart has been connected with the High Authority of the European Coal and Steel Community since 1961. From 1955 to 1960 he was the editor of "Agence Europe," the first independent information bulletin specializing in European affairs.

The European Community Information Service in New York is an associated office of the European Community Information Office in Washington. It maintains a library of Community documents and is equipped to answer inquiries concerning the Community from the press, public and private organizations.

It is located at 2207 Commerce Bldg., 155 E. 44th St., New York, N.Y., 10017. (Telephone: MUrray Hill 2-0458).

Automotive spare parts' imports needed in Ceylon

The Government of Ceylon has allocated $2.3 million for imports of automotive spare parts, tires and tubes, according to press reports, confirmed by reliable sources.

A Government announcement states that these commodites are among those for which supplementary import quotas are being granted. All import licenses granted for these commodities will be valid for shipments made through Dec. 31.

Iran issues new car assembly rules

New regulations governing Iran's passenger motor vehicle manufacturing industry will promote the utilization of parts that are or will be manufactured in Iran.

The rules, consonant with the Government's policy of fostering the establishment of productive industries, aim to encourage local car assemblers to turn to manufacturing by licensing all automobile or parts manufacturers.

Priority in the issuance of manufacturing permits, the number of which will be limited, is to be given to existing automobile assemblers on condition that they apply within six months and agree to waive any existing customs or commercial profits tax exemptions.

All applicants must either manufacture or make use of radiators, batteries, seats, tires and tubes, cloth or plastic seat covers, wiring, floor matting, trim, seat springs, rubber parts, simple drive pulleys, exhaust pipes, body paint, as well as any other parts considered of superior quality manufactured in Iran.

Licenses are to be issued for the production of bodies, under parts, side doors, front and rear doors, running boards, and wheel rims and discs.

The new regulations also stipulate that local car assemblers and manufacturers must sell their products at government-controlled prices.

High labor costs drive Singapore's port rates up

The Port of Singapore Authority has increased rates on a number of port services, explaning that higher rates are required because of mounting costs of operating the port.

The increases in rates are generally for services involving direct labor costs. For example, the cost of using a tug to berth or unberth an ocean-going vessel rose from $32.67 to $39.22 (US$1=M$3.06). Stevedorage for discharging, loading, or shifting cargo rose from 54 cents to 95 cents per ton.

There have been no changes in the rates for berthing and unberthing at the wharves, wharfage and storage charges and most other services not involving direct labor costs.

EEC proposes new pure food directives

Two new directives on the harmonization of Member States' laws concerning foodstuffs—one on antioxidants and one on preservatives—have been proposed by the European Economic Community's Commission.

The proposed antioxidant directive gives a list of the substances which may be used to protect food against deterioration through oxidation. In the future common measures will be proposed specifying the conditions under which these substances may be used.

A panel of leading doctors and scientists, the Agricultural and Food Industries Committee of the Union of Industries of the European Community, and the Consumers' Contact Committee of the European Community have helped Member State experts to draft this directive.

The directive applies to foodstuffs entering into trade within the Community, but not to foodstuffs intended for export to nonmember countries.

Member States will be required to align their own legislation with this directive within one year of notification that it has been approved, and the amended legislation must be in force not more than two years after the date of notification.

The directive on preservatives amplifies and amends the directive of October 23, 1962, on the use of coloring matters in foodstuffs. New products have been added to the list of permitted coloring matters, and the list of substances used as solvents or diluents for coloring matters has also been extended.

For copies of the two directives, **Write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Norway: customs data

A new edition of the International Customs Journal is now available at Department of Commerce field offices. The Journal is a translation of the Norwegian tariff issued by the International Customs Tariff Bureau in Brussels. It is made available to member governments only.

Copies may be obtained on a loan basis from any of the Department's 42 regional field offices.

Official discount rate raised by Swedish bank

The Swedish Riksbank raised the official discount rate from 4.5% to 5% effective on the same date. This is the third upward adjustment in 17 months.

The governor of the Riksbank, in discussing the reasons for the move, emphasized the need to keep tight control on credit in a period of continuing economic expansion.

The increasing deficit in the third quarter trade balance was reported to be one of the major factors in the decision. Foreign trade figures for the third quarter showed a deficit of $46 million as compared with a surplus of $29 million in the same period last year.

In addition, the gold and foreign exchange reserves, which had been steadily growing and reached a record peak of $950 million at the end of September showed a drop in October that could not be attributed to seasonal or other special factors.

At the same time that the discount rate was increased, the government raised from 9 to 10% the penalty interest rate commercial banks must pay if they do not maintain required liquidity levels.

Chile alters advance import deposit rules

The Central Bank of Chile has abolished the system of dollar bonds used for advance import deposits.

Local currency will henceforth be used for the advance deposits. Imports registered before Nov. 13, 1964, however, will continue under the prior bond deposit system until completed.

Also, former surcharges that ranged from 0 to 200% of the c.i.f. value have been increased by an increment, intended to roughly equal the former costs to importers of borrowing the bonds, ranging up to 300% of the c.i.f. value.

The amount of the advance import deposit in local currency will now be based on these newly increased surcharges, except that items formerly subject to 5,000-10,000% prior deposit and those agricultural machinery items which were formerly subject to 1,000% prior deposit will be subject to a prior deposit of 10,000% of c.i.f. value.

Exemptions still apply to imports and special entities formerly exempted from advance import deposits.

Although explicit instructions are still lacking, Central Bank officials expect that importers will be able to use the deposits to pay surcharges at the time the merchandise clears customs. These charges were effected by Circulars 441 and 442 of Nov. 13, 1964, along with Government Decree 4837.

In a further change, Circular 443 from the Central Bank gives a list of imports henceforth eligible for futures coverage, replacing the former criteria of 10%, 50%, and 100% advance bond import categories no longer in existence. (INTERNATIONAL COMMERCE, Nov. 23, 1964, p. 23).

Germany lists standards for prefabricated houses

The German Institute for Building Research (Institut fuer Bauforschung), Hanover, has issued a list of quality and safety standards for prefabricated houses.

These standards are sent by the Institute to home manufacturers who want to be listed on the Government-recognized register of prefabricated houses.

For an informal English translation available on a loan basis,

Write: OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Small bus imports allowed in Iran

Importation of small buses of 12-passenger capacity into Iran is now permitted, under a Government decree. The ban on imports of motor vehicles of greater than 12-passenger capacity remains in effect.

Motor coaches and buses are subject to an import duty of 20% ad valorem, plus a health tax of 5%, and port taxes of either 15 or 24%.

The importer must make a 100% deposit with the Central Bank of Iran for his letter of credit.

NONFERROUS METALS

An Italian firm seeks a license from a U.S. company to manufacture drawn and rolled nonferrous metals with maximum dimension of 35mm and 100mm, respectively. **Write:** Camerano and Co. S.p.A., Piero Camerano, Via Nizza 28 Turin, Italy.

Zones board asked to set up subzone in Taft, Louisiana

Proposed petrochemical facility would use domestic, foreign liquid hydrocarbon feedstocks

The Board of Commissioners of the Port of New Orleans has filed an application with the Foreign-Trade Zones Board to establish a foreign-trade subzone at Taft, Louisiana.

The Union Carbide Corporation proposes to erect and operate a petrochemical production facility in the subzone using liquid hydrocarbon feedstocks of domestic and foreign origin. These raw materials would be processed into basic chemical products within the subzone, and then either entered into U.S. customs territory for consumption, re-exported, or consumed within the subzone.

The proposed subzone would occupy a 79-acre tract on the west bank of the Mississippi River about 25 miles upstream from New Orleans. The Port of New Orleans has operated a foreign-trade zone since 1947.

An Examiners Committee to investigate and report on the application will hold a public hearing beginning at 10 a.m., December 14, at the New Federal Building, 701 Loyola Street, New Orleans.

File written requests

Interested parties or their representatives desiring to be heard should file written requests as soon as possible and provide a written summary of their views regarding the application.

Prior to December 10, communications should be directed to Theodore L. Thau, Chairman of the Examiners Committee, c/o Executive Secretary, Foreign-Trade Zones Board, Room 6827, U.S. Department of Commerce, Washington, D.C., 20230. After that date and prior to December 14, communications should be directed to Mr. Thau, c/o The Collector of Customs, Room 232 Customhouse, 423 Canal Street, New Orleans, La., 70130.

Persons not submitting an advance request may be heard at the discretion of the Examiners Committee. Anyone unable to be present may submit written views.

A general description of the proposed subzone and maps will be available at the office of the Collector of Customs, New Orleans; the U.S. Department of Commerce Field Office, Federal Building South, 610 South Street, New Orleans; and at the Office of the Executive Secretary of the Foreign-Trade Zones Board.

Foreign-trade zones are areas within which United States customs laws governing the entry of admissible goods and payment of duty are not applicable. Domestic and foreign merchandise may be brought to a zone and stored for indefinite periods, displayed, broken down, repackaged, and used in processing and manufacturing. Foreign merchandise is subject to customs laws relating to imports when transferred from a zone into the United States for consumption, but not if re-shipped abroad.

In addition to foreign-trade zones in New York City, New Orleans, San Francisco, Seattle, Toledo, and Mayaguez, Puerto Rico, there are subzones at San Francisco and Penuelas, Puerto Rico. The Penuelas subzone, in operation since 1962, contains a petrochemical plant owned by Union Carbide Caribe, Inc., a subsidiary of Union Carbide.

Truck maintenance aid authorized for Afghanistan

Technical assistance in maintenance and repair of road transport equipment will be provided for Afghanistan under a $300,000 loan authorized by the Agency for International Development.

With no railroads, virtually no waterways and limited air services, economic development in Afghanistan depends heavily on expansion of road transportation.

The U.S. is assisting the country with construction and improvement of highways, and last year made a loan to Afghanistan to finance the importation of some 260 diesel trucks from the U.S.

The new AID loan will finance the services of five U.S. specialists—two equipment maintenance specialists, two mechanics and an equipment parts specialist—in Afghanistan for two years, as well as some equipment and tools. The specialists will help Afghanistan establish a permanent and efficient organization for the operation of maintenance and repair facilities, and will train counterparts to carry on the activity.

The dollar loan will be repayable to AID in dollars over 40 years, including a 10-year grace period.

BIC will answer trader's queries on Coffee Agreement

The Department of Commerce's Bureau of International Commerce (BIC) will handle questions of coffee importers and exporters arising from the operation of the International Coffee Agreement (ICA).

The agreement, operative through the International Coffee Organization with headquarters in London, establishes annual and quarterly export quotas for the coffee exporting countries, provides for the collection of statistics of coffee trade, stocks, production and consumption, and sets up a system of "Certificates of Origin" and "Certificates of Reexport" to cover shipments of coffee between member countries.

The certificate system became effective October 1, and requires that member countries prohibit the importation of coffee from other member countries unless a certificate of origin or reexport is presented with the shipment.

Legislation to authorize the U.S. Government to prohibit the entry of coffee without certificates and to require use of reexport certificates has not yet been passed. The United States is therefore setting up voluntary procedures to avert the difficulties which our exporters would face if unable to furnish certificates when required, and at the same time to enable the United States to supply the International Coffee Organization with statistical information on coffee imports.

U.S. coffee exporters should be aware that foreign countries may refuse entry to shipments of coffee without a certificate of reexport, unless the coffee falls under the small shipment exemption. However, no coffee will be refused entry into the United States for lack of a certificate.

Questions relating to the Customs circular should be taken up directly with Collectors of Customs or with the Customs Bureau.

Questions relating to the operation of the Coffee Agreement itself should be sent to:

Coffee
BIC 8350
U.S. Department of Commerce
Washington, D.C. 20230

U.S. manufacturers offered licenses by European firms

Products include tooling attachments, farm equipment, dump truck tailgate device

Products from France, Sweden and Austria are now available for U.S. manufacture under license.

These products include precision preset tooling attachments, a mechanical device for opening and closing dump truck tailgate and small-size farm equipment.

For the names and addresses of these manufacturers and any additional information, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, referring to the File number.

- French machine tool manufacturer wishes to establish contact with a U.S. firm interested in a licensing agreement to produce in the U.S. newly developed precision preset tooling attachments for center lathe. One of these attachments has been granted a U.S. patent and the others all have patents pending. **File 1291.**

- Swedish machine shop proprietor is interested in establishing a licensing arrangement with U.S. manufacturer of motor trucks or truck bodies to produce in the U.S. his mechanical device for automatically opening and closing the truck tailgate. It is claimed this simple and efficient piece of equipment can be readily mounted on any motor truck or dumping vehicle and permits the driver to open and close the gate without leaving his seat. Patents have been issued in Sweden and several other countries and one is now pending in the U.S. **File 1292.**

- Austrian enterprise manufacturing various types of small-size farm equipment, such as motor-mowers and rotary tillers with complete line of accessories, offers a license to a U.S. company for the production of these items in the U.S. Claims are made that patented new designs bring very efficient results with small engines (4-8 hp.) thus permitting economical operation and ease of maneuvering. **File 1293.**

Indian public relations firm wants U.S. joint venture

A well-established Bombay advertising, marketing and public relations firm is interested in discussing joint venture possibilities with a U.S. company with manufacturing and marketing experience to produce in India products for sale in U.S.

The Indian firm believes that various industrial products can be manufactured locally from available raw materials for sale abroad at competitive prices and that good quality U.S. used production machinery could be employed to manufacture the product.

The Indian firm would be willing to cooperate with a possible U.S. joint venture partner in selecting products for manufacture and would prefer that the U.S. firm provide the needed equipment and know-how for production in India.

Write: S. Subramaniam, Director, Graphic Advertising, Pvt., Ltd., Cama Oriental Institute Bldg., P.O. box 1329, 136 Apollo St., Bombay 1, India.

MACHINERY

Large industrial company wishes to expand its activities by obtaining licenses to manufacture U.S. machinery in Switzerland. Interests include machine tools, precision tools, textile machinery and equipment, food packaging machinery and plastic coating and laminating machines.

Write: Hispano-Suiza, Route de Lyon 110, 1200 Geneva, Switzerland.

STEEL, ALUMINUM, BRASS, COPPER ARTICLES

Firm producing hollow-ware in aluminum, copper, brass and steel, chicken feeders and drinkers and other poultry equipment plus numerous spinnings and small pressings would like to manufacture steel, aluminum, brass and copper articles under license.

Write: Metal Spinning (Pty), Ltd., 31 Ford St., Jeppe, Johannesburg, South Africa.

PHENOLIC MOLDING POWDERS

Manufacturer is interested in receiving licensing rights to manufacture high-quality phenolic molding powders with special properties such as high impact strength, exceptional good finish, or made with special fillers; also in special qualities of ultramarineblue for the plastic industry.

Write: N.V. Verffabrieken AVIS 266 J.J. Allanstraat, Westzaan, Netherlands.

Investment offers for U.S. business come from Honduras

Additional investment opportunities for household refrigerators, ceramic tiles and construction of middle class housing are described in a report by the recent U.S. Trade Mission to Central America and Panama.

Firms interested in following up any of these opportunities are requested to refer to the appropriate Interview Report (IR) number in any correspondence with the Honduran company or the Department of Commerce. This number is shown in parentheses after each listed address.

1511 Housing Construction

Large construction company in Honduras wants a joint venture agreement with a U.S. investor to construct a middle class housing development. It plans to build 150 homes ranging from $8,000 to $12,000. The company owns the land and needs a partner to help finance the construction. Further details may be obtained directly from the firm.

Write: Arq. F. A. Maradiaga R., Constructora S.A.I.C., de R.L., 2a. Avenida Edificio Maradiaga, Camayaguela, Honduras. **(IR 93).**

3253 Ceramic Tiles

Importer, wholesaler, and retailer of ceramic tiles and sanitary fixtures in Tegucigalpa is seeking a joint venture partner to manufacture ceramic tiles. The U.S. firm would be expected to supply 60% of the capital plus technical assistant to start production. Further details may be obtained directly from the firm.

Write: Mario Cobos Osorio, Proprietor, Instalaciones Remodelaciones con Ceramicas y Azulejos "IRCA," 12a. Calle y 5a Avenida, Camayaguela, Honduras. **(IR 92).**

3632 Household Refrigerators

Manufacturer of metal furniture, already licensed by a well-known U.S. manufacturer of this product, is interested in contacting a U.S. manufacturer of household refrigerators with a view to negotiating a joint venture. The proposal involves assembly of this type of refrigerator in Honduras. The Honduran firm claims it has about $100,000 to invest in the venture and would require financial participation of $30,000 on the part of the U.S. partner along with necessary technical assistance. The U.S. financial contribution would be in the form of machinery.

Write: Roberto E. Cantero, General Mgr., Industrias Asociadas, S.A., Apartado Postal No. 2, Barrio La Bolsa, Camayaguela, Honduras. **(IR 94).**

New York service assists potential investors in Taiwan

Investment and Trade Office provides information, outlines

U.S. firms considering investment in Taiwan can obtain specific information and assistance from the Chinese Investment and Trade Office (CITO) in New York which furnishes outlines of investment opportunities such as agricultural chemicals, animal feeds, acetylene black, hand tools and methanol.

CITO also is prepared to discuss and provide information on opportunities in particular areas of interest to individual investors.

CITO is affiliated with Taiwan's Industrial Development and Investment Center (IDIC) in Taipei. This encourages a consistent follow-through from exploratory discussions in CITO's New York office, to final conclusion of a project in Taiwan.

Given preliminary information of a U.S. firm's interests by CITO, the IDIC will expedite projects through private and Government channels and, in the case of a new industrial venture, help find a suitable plant site, gather market data, estimate costs, and locate key personnel and a labor force.

AERIAL VIEW of Kaohsiung's natural harbor, one of Taiwan's best. City is a busy industrial center.

CITO's emphasis upon specifics is indicated by the specialized character of its many publications and detailed information available to potential investors in a number of industrial fields. Examples of the list of publications include a 67-page booklet, *Investment Laws*, another giving both the Chinese and English translation of Taiwan's *Statute for Technical Cooperation*, a third listing the *Enterprises Eligible for Reduction or Exemption of Income Tax, and How to Do Business in Taiwan*.

Concise analyses of investment opportunities in such fields as petrochemicals, synthetic fibers, plastics, metal processing, iron and steel and food processing are contained in the booklet *Industries to be Further Developed in Free China*. Investment opportunity reference material is also available for such industries as paper pulp, rugs, carbide, travel goods, hardware locks, and dyes.

Linked to laws

In presenting these investment opportunities, CITO links them directly to Taiwan's foreign investment laws which provide for no limitation on remittance of profits and repatriation of the investment itself at 15% a year beginning with the third year of operation. Qualified new industries enjoy a five-year tax holiday.

Write: Chinese Investment and Trade Office, 515 Madison Ave., New York, N.Y.

The Department of Commerce also has published several studies on Taiwan including *Basic Data on the Economy of Taiwan*, OBR #63-34; *Economic Developments in Taiwan*, OBR 63-36; *Establishing a Business in Taiwan*, WTIS-62-11; *Import Tariff System of Taiwan; Investment Factors in Taiwan* (Part 1); *Investment in Taiwan;* and *Licensing and Exchange Controls, Taiwan* (Part 2), WTIS-62-22.

These publications are available from the Department's Sales and Distribution Section, Washington, D.C., 20230, or any Commerce Department field office.

SACKING MACHINES package polyvinyl chloride at the Taiwan Plastics Corporation in Kaohsiung.

NATO construction project in Italy open for bids to qualified U.S. firms

Prospective bidders' qualifications should be submitted by Dec. 9

The Italian Ministry of Foreign Affairs has announced NATO Project No. 208 calling for the construction of masonry buildings, guard towers, roads, concrete hardstands, fencing, hydraulic sanitary and electrical plants. Cost is estimated at Lire 38,850,000 (1000 Lire= US$1.60).

U.S. firms interested in participating in this project must submit their qualifications on a specially designated form by Dec. 9. Write to the Ministero Difesa Aeronautica, Direzione Generale Demanio, Ufficio Studi, 1A Sezione, Rome, Italy, by Dec. 9.

A copy of the designated form and the Ministry's announcement is available from Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230.

This invitation is open only to U.S. firms certified eligible to participate in NATO International Competitive Bidding.

U.S. firms desiring certification should send their brochure, a current annual report and a completed copy of the General Services Administration's Form 129 to the Trade Opportunities Staff.

New Zealand issues tender for portable HF transceivers

The Director-General (Stores Division), General Post Office, Wellington, has issued tender No. 157/1463, which calls for the delivery of 138 each, H.F. transmitters/receivers, operating in the 2-6 mc range, with at least 1 kw power output, AM. The equipment is for the use of the Search & Rescue Operations, Dept. of Civil Aviation. Maximum of the equipment is to be 12 pounds.

Bid deadline is Dec. 14.

Specifications are available from the Office of the New Zealand Senior Trade Commissioner, 1145 19th St. NW., Washington, D.C. 20006.

Loan copies of the specifications are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Iraq extends bid deadline on water purification plant

The Bagdad District Water Supply Administration has extended the bid deadline from Nov. 30 to Dec. 31 on the tender for the design, supply, erection and construction of a water purification plant at Rashid Camp, Bagdad. (INTERNATIONAL COMMERCE, Sept. 28, 1964, p. 28).

Multicore tubes and fittings called for in Indian tender

The Government of India has issued tender No. AEE/P/GEN/7300 for 7-core individually numbered polyethylene tubes or nylon covered with vinyl plastic or equivalent, size ¼" OD. XO.04" wall thickness to be supplied in coils of 500 ft. or any standard length, but minimum 100 ft. coil; 3-core specification same as above; single core; and various fittings for the same tubing.

Bid deadline is Dec. 15, 3 P.M. Indian Standard Time. Bids should be mailed to: Atomic Energy Establishment Trombay, Purchase Division, Mohatta Bldg., 3rd Floor, Palton Rd., Bombay 1.

A copy of the terms and specifications of the tender is available on loan to firms located in the U.S. from the Chemical & Allied Products Division, Rm. 4409, BDSA-6260, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3529.

Latest summary available on construction projects

A quarterly summary of planned construction, contract award stories, United Nations Special Fund and significant foreign government engineering or construction tenders that have been published in INTERNATIONAL COMMERCE and the COMMERCE BUSINESS DAILY during June, July, and August is available to U.S. firms from Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. A pre-addressed mailing label should be included with the request.

The Summary may also be seen at any of the 42 Department of Commerce Field Offices.

The Summary alphabetically lists country and category of project within the country and gives names and addresses of contacts as well as citation of original publication dates. Requests for this summary will be filled as long as the supply lasts.

Construction bids invited for water supply scheme

Iraq is inviting bids from qualified engineering firms for the construction of the Al-Qaim-Karabla (Ramadi Liwa) Unified Water Supply Scheme, including pumping station and ancillaries.

Bid deadline is Dec. 22.

Specifications may be obtained from the Accounts Section of the Directorate General of Planning & Design, Ministry of Municipal & Rural Affairs, Bagdad, or from the Embassy of the Republic of Iraq, 1801 P St. NW., Washington, D.C. 20036, upon presentation of valid Chamber of Commerce membership certificate and payment of $70.

Kuwait's chlorine and salt plant's expansion open to qualified U.S. bidders

The Ministry of Electricity & Water invites firms registered in Kuwait to bid for the expansion of the chlorine and salt plant.

Only firms having an agent, partner or sponsor in Kuwait will be allowed to bid and they must apply before Jan. 17. Offers must be valid for 90 days from the date of submission.

Specifications and other details are available, upon non-refundable payment of U.S.$56, by writing to the Central Tender Board, Council of Ministers Bldg., Seif, Kuwait.

UAR gives 3-month extension on communication system bids

The Telecommunications Organization, Radio Communications Administration, Cairo has extended the bid deadline for the projects under reference No. 56/63 P. Radio from Nov. 11 to Feb. 9, 1965. These projects included the VHF system for railways, the microwave system for the lower and upper Nile and the trunk cable scheme for the upper Nile. (INTERNATIONAL COMMERCE, July 20, 1964, p. 29).

A loan copy of the bid documents is available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9811.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305 U.S. Customhouse, Gay and Lombard Sts., Phone: PLaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApital 3-2312.

BUFFALO, N.Y., 14203, 304 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, Ill., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: WEB 4400.

CINCINNATI, OHIO, 45202, 9028 Federal Office Bldg., 550 Main St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 297-3246.

DES MOINES, IA. 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15219, Room 2201 Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

019 Miscellaneous Commercial Farms

★★ CENTRAL AMERICA—Trade Mission

Seeds, horticulture and flowers. Oficina Privada de Estudios Agropecuarios (importer, distributor), Aptdo. 462, Tegucigalpa, Honduras. WTD 11/10/64.

JAPAN—Vegetable seeds, flower seeds, bulbs. Kyushu Seed Co. Ltd. (grower, exporter, importer), 85 Shin-Kawabata-cho, Fukuoka-shi, Japan. WTD 8/25/64.

195 Small Arms

SWEDEN—Small arms for hunting; all kinds. Mauritz Widforss Handels AB (retailer, sales agent), Sergelgatan 20, Stockholm. WTD 9/16/64.

196 Small Arms Ammunition

SWEDEN—Arms, ammunition, all kinds. Mauritz Widforss Handels AB, Sergelgatan 20, Stockholm. WTD 9/16/64.

204 Grain Mill Products

NETHERLANDS ANTILLES—Rice, 100 lb. or 90 lb. bags and/or ready-packed for retail. C. F. Muskus & Co. (El Ancora) (importer, retailer, wholesaler, agent), Heerenstraat 21 (P.O. Box 218), Curacao. WTD 4/23/63. **Ed. Note: Post highly recommends this firm.**

NETHERLANDS—Nonfat milk powder, maize gluten feed pellets, hydrate dextrose, anhydrous dextrose, potato starch. Requests c.i.f. quotations Rotterdam and for potato starch c.i.f. quotations, London. N.V. Algemene Handel & Industrie Mij. Meelunie (importer), 209 Heerengracht (or: P.O. Box 261), Amsterdam. WTD 6/5/64. **Ed. Note: Considerable sales may be expected, Post reports, due to great demand for these products. No restrictions on import from the U.S.A.**

TRINIDAD, W. I.—Yellow split peas; requests replies from suppliers. De Montbrun & Co., Ltd. (importer, exporter, commission agent), 6 Charlotte St., Port of Spain. (P.O. Box 760). WTD 10/28/63.

209 Food Preparations

GERMANY—Honey, direct purchase or agency. Offers from U.S. packers c.i.f. German North Sea port preferred. Arend von Luebke (sales agent, importer), 52/54 Feldstrasse, 28 Bremen. WTD 11/9/64. **Ed. Note: Competitiveness depends on quality. U.S. honey of high quality always in demand.**

NETHERLANDS—First-class quality soybeans; must contain no dust or other dirt; kernel must not be too black. Backer & Co. N.V. (importer, exporter, manufacturer), 2 Utrechtse Jaagpad, Leiden. WTD 11/3/64. **Ed. Note: No duty levied on this product; no restrictions on import from the U.S.A. Sales potential depends entirely upon quality of soybeans.**

220 Textile Mill Products

IRELAND—Poplins, broadcloths, white, plain dyed, yarn dyed fancy woven, in sanforized, mercerized finish and wash/wear finish; printed cotton fabrics; 44/45″ and 48″ machine and hand printed cotton fabrics for women's and children's wear; quilted nylon fabrics (printed nylon taffeta face, plain nylon back and ⅜ oz. acetate wadding); 41/43″ quilted nylon fabrics for women's bedjackets, (printed nylon taffeta face, loose nylon net back, ⅜ oz. acetate wadding); both with 100% nylon wadding; rayon satin and acetate fabric; 44/45″ rayon satin and acetate fabric suitable for women's evening dresses and other garments; white and dyed nylon sheer 44/45″ and 48″ width; Dacron taffetas 44/45″ and 48″ width; printed nylon sheers, taffetas in 44/45″ and 48″ widths (hand, machine and flock prints); printed nylon sheers for women's, children's lingerie and dresses in 44/45″ and 48″ widths (hand, machine and flock prints), and printed nylon taffetas; 44/45″ and 48″ machine and handprinted rayon, spun rayon and acetate fabrics for women's, children's dresses; 36″, 48″ and 54″ nylon nets, tulles and other type mesh fabric in 100% nylon; all materials should be of 100% grade "A" quality; direct purchase and agency. William Browne (manufacturer's agent, textile specialist), 3 North Earl St., Dublin. WTD 11/13/64.

Quilted cotton suitable for lining garments, cheap to medium quality; quilted nylon for use in manufacturing anaracks; direct purchase and agency. Thomas F. Ivory & Co., Ltd. (manufacturers' agent), 49 Upper Dorset St., Dublin 1. WTD 11/13/64.

NETHERLANDS—Synthetic fabrics for manufacturing women's wearing apparel, made of nylon, Orlon, Dacron, mixed fibres. Manufacturers only. Samples and price lists requested. Exclusive representation desired. D. J. Woudstra (sales agent), 27 Henriette Bosmansstraat (or: P.O. Box 7123), Amsterdam. WTD 10/28/64. **Ed. Note: Post reports growing demand exists for higher quality articles.**

SWEDEN—Textile goods and materials, all kinds for manufacturing women's dresses; direct purchase and agency. Theodor Furth AB (importer, wholesaler, sales agent), Kungsgatan 31, Stockholm C. WTD 10/7/64.

221 Broad Woven Fabric Mills, Cotton

● **BURMA**—Shirting, polyester/cotton, fancy

woven, dyed, bleached, 36" wide, 672,000 yd.; poplin, polyester/cotton blended white, dyed, 36" wide, 760,000 yd.; poplin, polynosic/cotton blended, white, dyed, 36" wide, one million yd.; lawn, polyester cotton blended, white, dyed, 36" wide, 982,000 yd.; leno, polyester cotton, white, dyed, 36" wide, 1,040,000 yd. Tender No. 12-P/2530/64, bid deadline Dec. 15. The Secretary, Corp. 12, Textile No. 2, 19/43 Maung Taulay St., Rangoon.★ (Telephone: 202-WO 7-5238).

SWEDEN—Towels, all kinds, especially terry cloth; direct purchase and agency. Theodor Furth AB (importer, wholesaler, sales agent), Kungsgatan 31, Stockholm C. WTD 10/7/64.

Bed sheets of yarn and cotton with matching pillow cases; cotton handkerchiefs; also envelope sheets, all kinds; direct purchase and agency. Gustav Holmberg AB (importer, sales agent), Kungsgatan 48, Stockholm. WTD 4/5/63.

228 Yarn, Thread Mills, Products

● **BURMA**—Cotton sewing thread Nos. 8-70 (2, 3, 6, cord) 50,140 gross, bid deadline Dec. 10; embroidery and crochet cotton thread 48,000 doz., bid deadline Dec. 15; tender No. 11/P/2256/64; trimming, embroidered edgings, fringes, 46,000 yd.; tender Nos. 11/P/2271/64 and 11/P/2272/64, bid deadline Dec. 15; cotton handkerchiefs, men's and women's, 352,000 doz.; tender No. 11/P/2019/64, bid deadline Dec. 7; blankets, cotton 48" x 78", 2 lb., 1,348,000; tender No. 11/P/2011/64, bid deadline Dec. 7; elastic ½" to 2", 1,280,000 yd.; tender No. 11/P/2273/64, bid deadline Dec. 15. The Secretary, Ministry of Supply & Cooperative, Corp. No. 11, Textile No. 1, No. 19/43 Maung Taulay St., Rangoon.★ (Telephone: 202-WO 7-5238).

230 Apparel

NETHERLANDS—Lingerie, women's nightwear and bedjackets, made of "brushed" nylon. Manufacturers only. Literature and price lists requested. Exclusive representation desired. D. J. Woudstra (sales agent), 27 Henriette Bosmansstraat (or: P.O. Box 7123), Amsterdam. WTD 10/28/64.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

ENGLAND—Nylon fabric for making umbrella covers; widths 49" and 38" if loomstate, 46" and 36" or preferably 23" and 18" in dyed state. E & J Tawil Ltd. (merchants, shippers), 4 Chepstow St., Manchester 1, Lancashire. WTD 11/4/64.

SWEDEN—Textiles of Dacron/cotton, nylon and Dacron/wool. Kasy AB (importer, manufacturer, exporter), Nordenflychtsvagen 62, Stockholm K. WTD 7/23/64.

Nylon fabrics, all kinds. AB Vaddprodukter (importer, manufacturer), Skultorp. WTD 6/25/64.

225 Knitting Mills, Products

GERMANY—Hose, men's fully fashioned, replies from manufacturers only, cif European ports; requests replies in German. Bekleidungshaus Link (retailer), 67/71 Alter Markt, 5000 Koeln. WTD 10/16/64.

Men's underwear. Requests replies from manufacturers only; cif European ports; requests replies in German. Bekleidungshaus Link (retailer), 67/71 Alter Markt, 5000 Koeln. WTD 10/16/64.

SWEDEN—Women's and men's hosiery, underwear; direct purchase and agency. Theodor Furth AB (importer, wholesaler, sales agent), Kungsgatan 31, Stockholm C. WTD 10/7/64.

229 Textile Goods

SWEDEN—Piece goods for manufacturing ready-made clothing. Ivar Wahl AB (importer, wholesaler, retailer, manufacturer), Apelbergsgatan 50, Stockholm 3. WTD 9/22/64.

231 Men's, Youths', Boys' Suits, Coats, Overcoats

GERMANY—Suits, men's and boys'; replies from manufacturers only; c.i.f. European ports; requests replies in German. Bekleidungshaus Link (retailer), 67/71 Alter Markt, 5000 Koeln. WTD 10/16/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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234 Women's, Misses', Children's, Infants' Undergarments

SWEDEN—Women's underwear and nightwear; direct purchase and agency. Theodor Furth AB (importer, wholesaler, sales agent), Kungsgatan 31, Stockholm. WTD 10/7/64.

Children's and Infants' underwear and nightwear; direct purchase and agency. K. Wikman & Co. (importer, wholesaler, exporter, sales agent), Brantingsgatan 52, Stockholm. WTD 10/28/64.

236 Girls', Children's, Infants' Outerwear

SWEDEN—Children's and infants' clothing; all kinds; direct purchase and agency. K. Wikman & Co. (importer, exporter, wholesaler, sales agent), Brantingsgatan 52, Stockholm. WTD 10/28/64.

238 Apparel, Accessories

SWEDEN—Gift articles in leather. Paul Loeser & Co. AB (importer, wholesaler, manufacturer, sales agent), Luntmakargatan 59, Stockholm 3. WTD 10/6/64.

Women's and men's accessories all kinds; direct purchase and agency. AB Gabriel Urwitz (importer, wholesaler, sales agent, manufacturer, exporter), Igeldammsgatan 24, Stockholm K. WTD 7/29/64.

239 Fabricated Textile Products

SWEDEN—Handkerchiefs, embroidered and in fine materials; direct purchase and agency. Gustav Holmberg AB (importer, sales agent), Kungsgatan 48, Stockholm. WTD 4/5/63.

264 Converted Paper, Paperboard Products

SWEDEN—Stationery, all kinds. Direct purchase and agency. Erik Rahmqvist AB (importer, wholesaler, sales agent), Hoanasvagen 2-4, Johanneshov. WTD 10/20/64.

Wallpaper, all kinds. AB Hagbergs Tapetforlag (importer, wholesaler), Box 512, Stockholm 1. WTD 10/6/64.

265 Paperboard Containers, Boxes

FRANCE—Paperboard, fiber boxes, containers for detergents. Requests quotations fob New York or cif French port. Direct purchase and agency. Societe d'Etudes, de Diffusion & d'Impression—Groupe S.E.D.I.P. (importer, dealer), 84 rue de Maubeuge, Paris 9e. WTD 4/2/64. **Ed. Note: Tariff applicable: between 19 and 21% ad valorem. No quantitative restrictions.**

280 Chemicals

★★ CENTRAL AMERICA—Trade Mission

Agricultural chemicals including insecticides, herbicides, fertilizers, veterinary products. Oficina Privada de Estudios Agropecuarios (importer, distributor), Aptdo. 462 Tegucigalpa, Honduras. WTD 11/10/64.

SWEDEN—Chemicals, all kinds, for scientific uses. Direct purchase and agency. AB Chemetal (importer, sales agent), S:t Eriksgatan 5, Stockholm. WTD 9/23/64.

Fine chemicals, all kinds. Direct purchase and agency. AB Montoil (importer, exporter, wholesaler, sales agent), Banergatan 37, Stockholm. WTD 10/5/64.

281 Industrial Chemicals

AUSTRALIA—Industrial chemicals, including road-building additives. Direct purchase and agency. Intrade Chemicals Pty. Ltd. (exporter, manufacturer), 25 Luland St., Botany, Sydney, N.S.W. Attn: George Stokes. WTD 10/27/64.

● **BURMA**—Supply of refined coal tar, quantities of 25,000 gallons in 1 gallon drums and 50,000 gallons in 5 gallon drums. Tender No. 29/CS/64-65/TRAD, bid deadline Dec. 20. The Secretary, People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2090).

SWEDEN—Industrial chemicals; raw materials; direct purchase and agency. AB ARA Import (importer, sales agent), Grev Turegatan 19, Stockholm 5. WTD 1/17/63.

Chemicals, all kinds for industrial and agricultural uses; direct purchase and agency. Kemi-Intressen AB (importer, wholesaler, exporter, sales agent), Box 16363, Stockholm 16. WTD 7/24/63.

Chemicals for paint and varnish industry, plastic and rubber industry; other chemical industries. Direct purchase and agency. AB Trebec (importer, sales agent), Box 7078, Stockholm 7. WTD 7/21/64.

Crude chemicals, aluminum foil, for use in cable making industry. Sieverts Kabelverk AB (importer, manufacturer, exporter), Sundbyberg. WTD 9/26/63.

Granulated sodium tripoly phosphate. Requests replies from manufacturers. Direct purchase and agency. Forsman & Holmgren (wholesaler, agent), Box 13, Goteborg 1. WTD 2/8/63.

282 Synthetic Materials

SWEDEN—Plastic raw materials and chemicals, all kinds. Direct purchase and agency. K. A. Bjorklund AB (importer, wholesaler, sales agent), Ferkens Grand 6, Stockholm. WTD 10/20/64.

Plastic raw material, chemicals; direct purchase and agency. William Stein AB (importer, sales agent), Bodalsvagen 47, Lidingo. WTD 8/5/64.

Raw material for plastic industry; direct purchase. Rubber & Plastics AB (importer, sales agent), Hamngatan 12, Stockholm 7. WTD 7/31/64.

TAIWAN—Polyethylene for general film purposes, M.I. 3 to 5, density 0.920 to 0.929, monthly order 150,000 lb. Polyethylene for filament purposes, M.I. 0.4 to 0.9, density 0.955, monthly order 50,000 lb. Polypropylene and polystyrene for general purposes. Direct pur-

chase and agency. Charson Trading Co., Ltd. (importer, wholesaler), P.O. Box 3245, Taipei. WTD 7/10/64.

283 Drugs

● **IRAQ**—Antibiotics only, 26 items in substantial quantities in injectable, capsule and ointment forms including: Penicillin crystalline G sodium salt, 200,000 international units, 350,000 vials; ditto in 500,000 i.u., 300,000 vials; ditto in 1 million i.u., 150,000 vials; also in combinations: procaine penicillin G sodium, 300,000 i.u. and penicillin crystalline G sodium, 100,000 i.u., 1.5 million vials; and combination: procaine penicillin G sodium, penicillin crystalline G sodium with streptomycin or dihydrostreptomycin sulfate, 0.25 gm., 750,000 vials; and combination of procaine penicillin G sodium & crystalline G, with dihydrostreptomycin or streptomycin, 0.5 gm., 2 million vials. Chloramphenicol, 1 million capsules of 250 mgm.; chloramphenicol palmitate and chloramphenicol succinate, injectables in 40,000 bottles of 60 c.c. each and 3000 vials of 1 gm. each. Chloramphenicol eye ointment, skin ointment, ophthalmic drops in quantities from 1000 tubes to 5000 tubes, and 2000 to 3000 vials. Dihydrostreptomycin sulfate, 1 gm., 500,000 vials; streptomycin sulfate, 1 gm., 100,000 vials; also penicillin eye ointment, 100,000 dozen tubes of 5000 i.u. each in tubes of 5 gm. and also penicillin skin ointment, 20,000 dozen tubes of 5000 i.u. each in tubes of 20 gm. Various forms of tetracycline, such as 100,000 capsules of 250 mgm. each; tetracycline syrup, 125 mgm. per 5 c.c., 20,000 bottles; tetracycline pediatric drops, 100 mgm. per c.c. in bottles of 10 c.c., 20,000 bottles; tetracycline Hcl I.M. injection, 5000 vials; 140,000 tubes of tetracycline eye ointment; 15,000 tubes of topical ointment; 10,000 vials of other forms of tetracycline injectables. Tender No. PHARM/1/64, bid deadline Dec. 15. General Drugs & Chemicals Imports & Distribution Co., Pharmaceuticals Dept., British Bank, Middle East Bldg., Bank St., Baghdad. (Telegraphic address: KIMADIA, Baghdad).★ (Telephone: 202-WO 7-3394).

SWEDEN—Raw materials for drug animal feed industries. Direct purchase and agency. AB Chemetal (importer, sales agent), S:t Eriksgatan 5, Stockholm. WTD 9/23/64.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

● **BURMA**—Supply of 4,350 lb. of cleaning powder in 1 lb. packages, and 2,015 each soap (bath brick). Tender No. ADQO 7/64-65, bid deadline Dec. 18. People's Stores Corp., Household Division, Strand Rd., Rangoon.★ (Telephone: 202-WO 7-2090).

● **THAILAND**—Large but unspecified supply of emulsifiers to be quoted in metric tons. Specification: Able to mix matching oil with water to make emulsion (oil in water phase type) without using heat, and shall not disintegrate earlier than 24 hours; no other mixture; odorless. Bid deadline Dec. 7. The North-East Jute Mill Co., Ltd., 43 Soi Rajkroo, Bangkok.★ (Telephone: 202-WO 7-2090).

285 Paints, Varnishes, Lacquers, Enamels

SWEDEN—Stabilizers and intermediates for plastic and paint industries; direct purchase and agency. E. Landerholm (importer, sales agent), Tradgardsvagen 4, Huddinge. WTD 10/14/64.

287 Agricultural Chemicals

AUSTRALIA—Stock food chemicals; direct purchase and agency. Intrade Chemicals Pty. Ltd. (exporter, manufacturer), 25 Luland St., Botany, Sydney, N.S.W. Attn: George Stokes. WTD 10/27/64.

289 Chemical Products

SWEDEN—Pyrotechnical goods and explosives. Mauritz Widforss Handels AB (wholesaler, retailer), Sergelgatan 20, Stockholm. WTD 9/16/64.

TURKEY—Embossograph raising powder (thermography). Tacettin Ersoy (printing house), Gazi Bulvari 1333 so. 3/1, Izmir. WTD 10/30/64.

291 Petroleum Refining

● **CEYLON**—Crude oil, invitation to bid on long-term supply contract basis; estimated quantity 1,500,000 to 1,700,000 metric tons per annum plus proposed plant with capacity of 300,000 tons of ammonium sulphate. The Chairman, Ceylon Petroleum Corp., P.O. Box 634, Colombo 3.★ (Telephone: 202-WO 7-2355).

299 Products of Petroleum, Coal

SWEDEN—Petroleum, coke, coal. A. R. Appelqvist AB (importer, wholesaler), Grev Turegatan 19, Stockholm 5. WTD 10/1/64.

301 Tires, Tubes

● **BURMA**—Tires and tubes, 6,200 each, various sizes. Tender No. T-9/Vehicle-8 (64-65), bid deadline Dec. 15. The Secretary, People's Stores Corp., Vehicle & Other Transport Equipment Division, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-3381).

303 Reclaimed Rubber

SWEDEN—Raw material for rubber industry; direct purchase and agency. Rubber & Plastics AB (importers, sales agent), Hamngatan 12, Stockholm 7. WTD 7/31/64.

306 Fabricated Rubber Products

● **BURMA**—Transmission belting, various types and sizes, 947,340 feet. Tender No. 6/Machinery(23)/G-4/64-65, bid deadline Dec. 18. The Secretary (4), Socialist Economy Construction Committee (Central), c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-3381).

307 Plastic Products

ECUADOR—Plastic, decorated dinnerware, fine quality. Requests catalogs, brochures in color, price lists. Direct purchase and exclusive distributorship. Union Comercial Industrial C.A. (U.C.I.C.A.) (importer, distributor), P.O. Box 2818, Quito. WTD 6/19/64.

FRANCE—Plastic containers for cosmetics, cleaning and polishing products. All kinds of novelty small-size plastic containers. Requests quotations fob New York or cif French port. Direct purchase and agency. Societe d'Etudes, de Diffusion & d'Impression—Groupe S.E.D.I.P. (importer, dealer), 84 Rue de Maubeuge, Paris 9e. WTD 4/2/64. **Ed. Note: Tariff applicable: between 16.4 and 23% ad valorem. No quantitative restrictions.**

GERMANY—Plastic industrial products such as large acid barrels, large plastic canisters, automobile body parts, any new hard plastics products for use in industries. Requests replies from manufacturers only, cif European ports. Direct purchase and agency. Wilhelm Herbold (retailer, wholesaler, manufacturer), 563 Remscheid-Lennep, Greuel 9. WTD 10/5/64.

HONDURAS—Materials for manufacturing hair brushes. Sr. don Michel Hasbun, Industria Alamplas de Centro America, S. A. (manufacturer), Aptdo. Postal 83, Tegucigalpa, D. C. WTD 10/26/64.

NETHERLANDS—Plastic cosmetic baskets, powdering gowns. Requests replies from manufacturers only. Handelsonderneming Tieman en Knoop (importer, sales agent), 14 Rozenlaan, Wassenaar. WTD 11/4/64.

314 Footwear, Except Rubber

SWEDEN—Children's and infants' shoes; direct purchase and agency. K. Wikman & Co. (importer, wholesaler, exporter, sales agent), Brantingsgatan 52, Stockholm. WTD 10/28/64.

322 Glass, Glassware

● **BURMA**—Cruet stands, 60; water jugs, 2,500; salt pourers, 1000; pepper sprinklers, 1000; and tumblers, 30,000. Tender No. AD.016/64-65, bid deadline Dec. 14. The Secretary, People's Stores Corp., Household Division, Strand Rd., Rangoon.★ (Telephone: 202-WO 7-4387).

FRANCE—Glass containers for cosmetics cleaning and polishing products. All kinds of novelty small-size glass containers. Requests quotations fob New York or cif French port. Direct purchase and agency. Societe d'Etudes, de Diffusion & d'Impression—Group S.E.D.I.P. (importer, dealer), 84 Rue de Maubeuge, Paris 9e. WTD 4/2/64. **Ed. Note: Tariff applicable: between 19 and 21.4% ad valorem. No quantitative restrictions.**

SWEDEN—Laboratory glassware. Rudolph Grave AB (importer, retailer, manufacturer, sales agent, exporter), Pyramidvagen 9, Solna. WTD 10/6/64.

326 Pottery

● **BURMA**—Earthenware tea cups and saucers, 3000 each. Tender No. AD.017/64-65, bid deadline Dec. 22. The Secretary, People's Stores Corp., Household Division, Strand Rd., Rangoon. (Telephone: 202-WO 7-4387).

● Earthenware bowls, tea cups, saucers, meat and vegetable dishes, milk jugs, tea pots, plates; various quantities each item. Tender No. AD.011/64-65, bid deadline Dec. 18. The Secretary, People's Stores Corp., Household Division, Strand Rd., Rangoon. (Telephone: 202-WO 7-4387).

● **GREECE**—Supply of 100,000 porcelain suspension insulators. Tender No. DMPP-267, bid deadline Dec. 12. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4242).

331 Steel Mill Products

● **INDIA**—71 metric tons ferromolybdenum. Tender No. SV-4(SMH-6/25150-P/25053-P/I, bid deadline Dec. 15. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi, India. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. Ref. No. D/ENQ/1373, upon nonrefundable payment of $2.10.

332 Iron, Steel Foundries

SWEDEN—Steel mill and foundry supplies; direct purchase and agency. Eresal-Produkter (importer, manufacturer, sales agent), Bagargrand 11, Farsta. WTD 10/2/64.

333 Primary Smelting, Refining of Nonferrous Metals

SWEDEN—Nonferrous metals; all kinds. Direct purchase and agency. AB Chemetal (importer, sales agent), S:t Eriksgatan 5, Stockholm. WTD 9/23/64.

335 Rolling, Drawing, Extruding of Nonferrous Metals

AUSTRALIA—Supply, laying and testing of 132 kv power and pilot cables between Lane Cove, Willoughby and Surry Hills substations, Sydney (approx. 10 mi.) including 1500 ft. submarine cable across harbor. Tender No. 1443, bid deadline Jan. 4. The Manager & Secretary, Electricity Commission of New South Wales, Kelvin House, 15 Castlereagh St., Sydney, N.S.W.★ (Telephone: 202-WO 7-2162).

● **BURMA**—Supply of flexible cord insulated with vulcanized rubber, twisted with heald cord (180,000 yd.), flexible wire twin twisted P.V.C. braided (550,000 yd.). Tender No. 22/EL(P)64-65, bid deadline Dec. 11. The Secretary (4), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2162).

● **ETHIOPIA**—Supply of solid, hard-drawn electrolytic copper conductors for overhead power transmission, 6 mm² copper wires (22,050 lb.), 16 mm² copper wires (132,300 lb.), 25 mm² copper wires (110,250 lb.). Tender No. 1152/57, bid deadline Dec. 25. Ethiopian Electric Light & Power Authority, P.O. Box 1233, Addis Ababa.★ (Telephone: 202-WO 7-2162).

● **IRAN**—Supply of wire with copper veneering double metallic (66,150 lb.). Bid deadline not stated. Specifications may be obtained from the Foreign Transactions Co., College Square, Alborz St., Tehran.

● **IRAQ**—Supply of high conductivity tinned copper conductors of various specifications, insulated and sheathed with P.V.C. compound (217,000 yd.), 250 V. grade flexible cords insulated and sheathed with P.V.C. compound, in reels of 100 yd. ea. (45,000 yd.), various quantities and specifications of single core cables. Tender No. 171/64, bid deadline Dec. 10. Iraqi Ports Administration, Margil, Basra.★ (Telephone: 202-WO 7-2162).

● **TUNISIA**—Supply of electrolytic bare copper wire of various specifications (33,075 lb.). Tender No. 459, bid deadline Dec. 8. Societe Tunisienne de l'Electricite et du Gaz, 38, Rue de Basoncon, Tunis.★ (Telephone: 202-WO 7-2162).

● **TURKEY**—Supply of 15 kv., 3 phase, 4/0 AWG (3 x 107 sq. mm), NHKY type underground cables (1,641 yd.). Bid deadline Dec. 22. Cukurova Elektrik A. S., Genel Mudurlugu, P.K. 239, Adana.★ (Telephone: 202-WO 7-2162).

340 Fabricated Metal Products

★★ CENTRAL AMERICA—Trade Mission

Plumbing fixtures, piping and tubing. Constructora S.A.I.C., S. de R. L., (general contractor, distributor), 2a Avenida, Edificio Maradiaga, Camayaguela, Honduras. WTD 11/9/64.

341 Metal Cans

FRANCE—Metal cans for cosmetics, cleaning and polishing products. All kinds of novelty small-size metal containers. Requests quotations fob New York or cif French port. Direct purchase and agency. Societe d'Etudes, de Diffusion & d'Impression—Groupe S.E.D.I.P. (importer, dealer), 84 Rue de Maubeuge, Paris 9e. WTD 4/2/64.

342 Cutlery, Hand Tools, General Hardware

● **BURMA**—2,261 gross hardware items include casement stays, sash pivots, hydraulic door closer arms, brass spring catches, sliding door tail and fittings, ball bearing casters, brass plate casters; total 17,340 items include 940 hydraulic door closer non-holding arms, 7,700 solid drawn brass door chains and 8,700 chrome plated door chains. Tender No. 23/CS/64-65/TRAD, bid deadline Dec. 21. People's Stores Corp., Construction Stores Division, 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

FINLAND—Machinery, equipment, supplies in builders' hardware and tool product lines. Requests descriptive literature, price lists. Direct purchase and agency. Reda Oy, Uudenmaankatu 11 A., Helsinki. WTD 11/5/64.

NETHERLANDS—Manicure implements: scissors, files. Requests replies from manufacturers only. Handelsonderneming Tieman en Knoop (importer, sales agent), 14 Rozenplein, Wassenaar. WTD 11/4/64.

SWEDEN—Machine tools, special pipe tools; direct purchase and agency. Ingeniorsfirman Robota AB, Artillerigatan 85, Stockholm. WTD 9/18/64.

343 Heating Apparatus, Plumbing Fixtures

● **BURMA**—Total approx. 19,200 items include over 6,000 vitreous china closets, some European type, various colors; 4,525 steel cisterns, flushing, 100 plastic; 3,850 lavatory basins, 200 corner basins of vitreous china; 150 wall urinals; 2,250 wash basin plugs, chromium plates, over 2,000 fittings including closet valves, soap box and toilet paper holders, towel rails, tumbler and tooth brush holders, shelves. Tender No. 26/CS/64-65/TRAD, bid deadline Dec. 21. People's Stores Corp., Construction Stores Division, 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

SWEDEN—Instruments, components for oil burners; direct purchase and agency. Ingeniorsfirman Stig Wahlstrom AB (importer, sales agent, manufacturer, exporter), Box 52, Farsta 1. WTD 7/22/64.

345 Screw Machine Products

● **BURMA**—Various sizes and quantities of flush and tower bolts. Tender No. 25/CS/64-65/TRAD, bid deadline Jan. 21. People's Stores Corp. (Construction Stores Division), 77/91, Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

349 Fabricated Metal Products

FRANCE—Metal tubes for cosmetics, cleaning and polishing products. Requests quotations fob New York or cif French port. Direct purchase and agency. Societe d'Etudes, de Diffusion & d'Impression-Groupe S.E.D.I.P. (importer, dealer), 84 Rue de Maubeuge, Paris 9e. WTD 4/2/64. **Ed. Note: Tariff applicable: approx. 17% ad valorem. No quantitative restrictions.**

353 Construction, Mining, Materials Handling Machinery

● **COLOMBIA**—One electric motor driven crane with clamshell, minimum capacity 125 tons per hour to be used for unloading salt. Also, one hopper, approx. capacity 60 tons of salt; one conveyor traveling belt, capacity 125 tons per hour; one electric motor driven, movable car for receiving salt from conveyor. Tender No. E-4, bid deadline Jan. 12. Planta Colombiana de Soda, Edificio Banco de la Republica, Piso 12, Bogota. Plans and specifications in Spanish available at above address for about $50.★ (Telephone: 202-WO 7-5589).

FINLAND—Machinery, equipment, supplies in the light construction machinery line. Requests descriptive literature, price lists. Direct purchase and agency. Reda Oy, Uudenmaankatu 11 A, Helsinki. WTD 11/5/64.

GERMANY—Construction machinery, equipment for building industry, excavation and road building. Requests replies from manufacturers only; cif European ports. Direct purchase and agency. Betomax Baugeraete GmbH, 12 Am Heerdter Hof, 4 Duesseldorf-Heerdt. WTD 8/31/64. **Ed. Note: Firm has contacts with all main building firms in Federal Republic ensuring excellent market for modern, practice-proved construction machinery and equipment.**

MOROCCO—Jack, lift, industrial hand operated, from 2 to 20 tons capacity. Quotations Casablanca. Direct purchase and agency. Hamelle-Maroc (importer/agent), 35 Blvd. Hassan Seghir, Casablanca. WTD 3/26/64.

NETHERLANDS—Material handling equipment, such as material handling rollers, trucks, hand trucks and other mobile units (preferably not engine driven), racks, lifts, lift tables and related articles which can simplify intern and extern transport. Manufacturers only. Exclusive representation requested; requests descriptive literature, price lists. N.V. v/h Nierstrasz (importing distributor), 60-62 Plantage Middenlaan, Amsterdam. WTD 10/19/64. **Ed. Note: Import duty on rollers, lifts 9.8% plus turnover tax of 8%; on trucks and other mobile units (without engine) 11% duty plus 5% turnover tax; mobile units with electric engines 19% duty plus 5% turnover tax; mobile units with fuel engines 21% duty plus 5% turnover tax. No restrictions on import of these products from the U.S.A. Some equipment may not be competitive in price, but this may be overcome by quality advantages. U.S. manufacturers who can supply at competitive prices may expect considerable sales.**

PAKISTAN—Tractors tracklaying, various sizes; requests replies from manufacturers with price quotations. C & f, Karachi; direct purchase and agency. Sheikh Gulzar Ali & Co. Ltd. (importer, manufacturers' representative), Rex Annexe, 27 Victoria Rd., Karachi-3. WTD 8/20/64.

● Supply of railway cranes as follows: one crane 65 tons, 5′ 6″ gauge; 3 cranes 40 tons, 3′ 3¾″ gauge; 2 cranes 20 tons, 3′ 3¾″ gauge; and 3 years' spare parts. Financing under IDA Loan No. IDA-56-Pak. Tender No. P&D/Cranes-64/CTG/T, bid deadline Dec. 21. The Secretary, East Pakistan Railway Board, Railway Bldg., Chittagong, East Pakistan. Tender documents may be obtained from above address upon non-refundable payment of 100 rupees (US$21). Tender specifications and drawings available for review only in Transportation Equipment Division, BDSA-6340. Department of Commerce, Rm. 4314, Washington, D.C. 20230.

● **SUDAN**—Supply of one track inspection car, 3′ 6″ gauge, powered by 85 h.p. diesel. Tender No. 3140, bid deadline Dec. 8. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James, London S.W.I. Copies of tender and drawings may be obtained at above address. Tender specifications, without drawings, available in Transportation Equipment

Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230. (Telephone: 202-WO 7-4816).

354 Metalworking Machinery

ITALY—High speed steel cutters and spacers for metalplastic yarn: 61 mm. external diameter, 38 mm. internal diameter for cutters; 50 mm. external diameter, 38 mm. internal diameter for spacers; thickness: 0.25/o.30/0.40/050 mm.; 1 micron tolerance; perfect cutter and spacer coupling. Metaltex (exporter), Via Forlanini 7, Torino. WTD 11/3/64.

NETHERLANDS—High quality HSS circular saws for metallurgical industry, suitable for assembling in own sawing machines. Nemah Handelsvennootschap (import, export), Stationstraat 23, Tilburg. WTD 11/4/64.

SWEDEN—Machine tools, all kinds, especially for repair shops industry. Direct purchase and agency. AB Lunden & Lindhe (importer, sales agent), Birger Jarlsgatan 73-75, Stockholm. WTD 9/21/64.

VENEZUELA—Equipment, tools, accessories for automotive maintenance. Distribution for entire Venezuela. Requests replies in Spanish. Repuestos Eterna C.A. (importer, distributor), Calle El Loro, Quinta Crespo, Caracas. WTD 12/27/63. **Ed. Note: No import restriction.**

355 Special Industry Machinery

GERMANY—Cutting machines for wrapping paper and stationery; requests replies from manufacturers only; price quotations cif European ports. Direct purchase and agency. Friedrich Beckmann (manufacturers' agent), 95 Elberfelder Strasse, 5630 Remscheid. WTD 10/27/64.

SWEDEN—Machinery and equipment for cable industry, iron-steel mills, mining industries. Direct purchase and agency. Steeltex AB (importer, sales agent), Parkvagen 12, Solna 1. WTD 8/31/64.

Plastics working machinery. Direct purchase and agency. K. A. Bjorklund AB (importer, wholesaler, sales agent), Ferkens Grand 6, Stockholm. WTD 10/20/64.

Pipe-making machinery. Direct purchase and agency. Ingeniorsfirman Robota AB (importer, wholesaler, exporter, manufacturer, sales agent), Artillerigatan 85, Stockholm. WTD 9/18/64.

Machinery for ready-made clothing. Ivar Wahl AB (importer, wholesaler, retailer, manufacturer), Apelbergsgatan 50, Stockholm 3. WTD 9/22/64.

Machinery for paper converting industry and printing-machinery. Direct purchase and agency. AB Wesskon (importer, sales agent, exporter), Vikingagatan 22, Stockholm 21. WTD 10/6/64.

Equipment for rubber and automotive repair shops and service stations. Direct purchase and agency. Gustav Nordgrens Pumpar AB (importer, wholesaler, retailer, exporter, sales agent), Gimmerstavagen 6-8, Alvsjo. WTD 9/21/64.

Wood-working machinery. Direct purchase and agency. Kopings Maskinaffar (manufacturer, exporter, sales agent), Valskog. WTD 10/30/64.

Machinery for cellulose industry. Direct purchase and agency. Vector Maskin AB (importer, exporter, manufacturer, sales agent), Kungsgatan 18, Stockholm. WTD 10/2/64.

Plastic working machinery; rubber processing machines. Direct purchase and agency. Rubber & Plastics AB (importer, sales agent), Hamngatan 12, Stockholm 7. WTD 7/31/64.

THAILAND—Acetate ribbon cutting machine powered by electric motor, 110/220 V. capacity ½-2 h.p. Acetate ribbon materials, 44″ or 46″ wide, 50 yd. long. Hua Teck Chiang (importer, wholesaler, retailer), 315 Sampeng St., Bangkok. WTD 10/30/64.

VENEZUELA—Smelting equipment for foundries. Sales agency and distribution for entire Venezuela. Carimex S.A. (sales agent, distributor), Aptdo. del Este 5690, Avenida Nueva Granada 20, Los Rosales, Caracas. WTD 10/26/64. **Ed. Note: No import restrictions.**

356 General Industrial Machinery

PAKISTAN—Air compressors: mobile, rotary, screw type. Requests replies from manufacturers, quotations c&f Karachi. Direct purchase and agency. Groupe Marketing Ltd. (importer, manufacturers' agent), Premier Insurance Bldg., Wallace Rd., P.O. Box 4144, Karachi. WTD 5/20/64.

SWEDEN—Lubricating systems. Direct purchase and agency. Svenska Tecalemit AB (importer, sales agent, exporter), Box 531, Stockholm 1. WTD 8/12/64.

Steel plant furnaces and manipulators. Direct purchase and agency. AB Tabougnar (importer, wholesaler, exporter, manufacturer, sales agent), Lovholmsbrinken 2 B, Stockholm. WTD 10/22/64.

Pumps, fixtures, hydraulic and pneumatic components. Direct purchase and agency. Gustav Nordgrens Pumpar AB (importer, wholesaler, retailer, exporter, sales agent), Gimmerstavagen 6-8, Alvsjo. WTD 9/21/64.

● **UAR**—Supply of 70 track jacks, 15-ton capacity each. Bid deadline Dec. 8. The Inspector General, Ways & Works, Egyptian Railways, Ramses Square, Cairo.★ (Telephone: 202-WO 7-4816).

357 Office, Computing, Accounting Machines

NETHERLANDS—Office machines, appliances, business aids. Direct purchase and agency. Requests replies from manufacturers only. Interpols Internationale Handelsonderneming (importer, wholesaler, retailer, agent), 357 Mathenesserdijk, Rotterdam-7. WTD 11/5/64. **Ed. Note: Duty approx. 10% plus approx. 8% turnover tax. No restrictions on import from the U.S.A. Firm's potential market promising, depending on competitive prices and/or unique features of product.**

SWEDEN—Office articles and supplies such as embossing machines and tools, stapling machines. Direct purchase and agency. AB Curt Enstrom (importer, wholesaler, exporter, sales agent), Dalagatan 32-34, Stockholm VA. WTD 9/1/64.

358 Service Industry Machines

SWEDEN—Air-conditioning and cooling systems. Direct purchase and agency. AB Kylmateriel (importer, wholesaler, sales agent), Dobelsgatan 64, Stockholm VA. WTD 10/9/64.

Lubrication equipment used by gas stations. Direct purchase and agency. Svenska Tecalemit AB (importer, sales agent, exporter), Box 531, Stockholm 1. WTD 8/12/64.

361 Electric Transmission, Distribution Equipment

● **HONG KONG**—Supply of electrical switchboards and control equipment suitable for 246 volt, three phase, 50 cycle, a.c. system. Tender No. Stores C/39/64/64, bid deadline Dec. 31. Secretary, Tender Board, Colonial Secretariat, Government Offices, Lower Albert Rd.★ (Telephone: 202-WO 7-4242).

SWEDEN—Electric measuring instruments. Direct purchase and agency. AB Lunden & Lindhe (importer, sales agent), Birger Jarlsgatan 73-75, Stockholm. WTD 9/21/64.

Electric transformers, all kinds. Direct purchase and agency. William Stein AB (importer, sales agent), Bodalsvagen 47, Lidingo. WTD 8/5/64.

362 Electrical Industrial Apparatus

● **BURMA**—Supply of 25, 3 kva; 15, 4 kva; 25, 5 kva and 20, 6 kva self-exciting, self-regulating, alternating current generators, 230 v., single phase, 50 cycle, 1500 rpm. Tender No. 3/MACH-23/G.I/T/64-65, bid deadline Dec. 30. The Secretary (4), Socialist Economy Construction Committee (Central), c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-4242).

● **IRAQ**—Supply of arc welding electrodes, various grades and sizes. Tender No. 167/64, bid deadline Dec. 10. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-5652).

PAKISTAN—Diesel operated generating sets, 100 kwts. to higher capacity; requests replies from manufacturers, quotations c&f Karachi. Direct purchase and agency. Groupe Marketing Ltd. (importer, manufacturers' agent), Premier Insurance Bldg., Wallace Rd., P.O. Box 4144, Karachi. WTD 5/20/64.

SWEDEN—Electric motors. Direct purchase and agency. William Stein AB (importer, sales agent), Bodalsvagen 47, Lidingo. WTD 8/5/64.

● **UAR**—Supply of 90,000 electrodes for welding mild steel. Tender reference No. 715/1/11, bid deadline Dec. 9. The Inspector General, Ways & Works, Egyptian Railways, Ramses Square, Cairo. Specifications and conditions available for review in Metalworking Equipment Division, Rm. 4204, BDSA Washington, D.C. 20230. (Telephone: 202-WO 7-5652.

VENEZUELA—Electric welding apparatus. Sales agency and distribution for all of Venezuela. Carimex C.A. (sales agent, importer), Aptdo. del Este 5690, Caracas, Avenida Nueva Granada 20, Los Rosales. WTD 10/26/64. **Ed. Note: No import restrictions.**

363 Household Appliances

● **BURMA**—Supply of various kinds of electrical household appliances such as 1500 electric kettles, 750W. 230V.; 1500 automatic toasters, 650W. 230V.; 20,000 electric irons of various voltages; 2000 thermostatic control sets and 2000 replacement heating elements for electric irons of various voltages; 1500 electric hot plates of various voltages; all to be complete with controls and cords; operate on 50 cycles with AC supply. Tender No. 28/EL(P)64-65, bid deadline 4 P.M., Dec. 23. Secretary, People's Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-5345).

● Supply of 500 ceiling fans, 46″; 3000 ceiling fans, 56″, complete with 7 speed regulators; 3′ down rods and canopies; 13,000 table fans, various sizes, complete with flexible cords and speed regulators; all to operate on 230 V., single phase, 50 cycles. Tender No. 29/EL(P) 64-65, bid deadline 4 P.M., Dec. 26. The Secretary, People's Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-5345).

GERMANY—Small household electric appliances. Household refrigeration. Replies from manufacturers only, cif European ports. Direct purchase and agency. Berrang & Cornehl KG (wholesaler), 12/20 Balkenstrasse, Dortmund. WTD 10/19/64.

ISRAEL—All types of electrical household appliances, including tape recorders, phonographs, vacuum cleaners, especially items which can be sold on installment credit. Re-

tailer willing to act also as distributor; requests catalogs, price lists. Direct purchase and exclusive agency. A. S. Sofer, 44 Nahlat Benjamin St., P.O. Box 455, Tel Aviv. WTD 11/6/64.

364 Electric Lighting, Wiring Equipment

● **BURMA**—Supply of 492,000 chromium plated flashlights of various sizes, complete with bulbs; 1,476,000 replacement flashlight bulbs of various sizes. Tender No. 27/EL/P(64-65), bid deadline 4 P.M., Dec. 21. Secretary, People's Store Corp., Electrical Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-5345).

GERMANY—Bulbs, electric, for lamps. Adaptable to European manufactured lamps. Requests replies from manufacturers only, cif European ports. Direct purchase and agency. Berrang & Cornehl KG (wholesaler), 12-20 Balkenstrasse, Dortmund. WTD 10/19/64.

● **KOREA**—Supply of miscellaneous poleline hardware including 134 galvanized steel angles; 8,600 clevis type porcelain disc insulators; 4,300 ball and socket type disc insulators; also one 13.8 kv, 2000 amp., 500 mva oil circuit breakers; and two 161 kv, 1,200 amp. gang operated disconnecting switch. Tender No. KFX-4108-P, bid deadline Dec. 10. Office of Supply, Government of the Republic of Korea, Seoul. Copy of specifications available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

● **VIET-NAM**—Supply of 6 marine navigational lanterns with 90 candle beam intensity. Tender No. 1521-30104, bid deadline Dec. 11. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-5552).

365 Radio, Television Receiving Sets

GERMANY—Radio sets, television sets, adaptable to European market. Requests replies from manufacturers only, cif European ports. Direct purchase and agency. Berrang & Cornehl KG (wholesaler), 12/20 Balkenstrasse, Dortmund. WTD 10/19/64.

SWEDEN—Radio sets and apparatus. Direct purchase and agency. AB Welander & Josephson (importer, wholesaler, sales agent), Sveavagen 117-119, Stockholm VA. WTD 7/23/64.

366 Communication Equipment

● **COLOMBIA**—Supply of inter-communications system, consisting of one control console and thirty 70-volt loudspeakers. Tender No. 7106, bid deadline Dec. 22. Supply of 100 battery-type telephone sets, 100 magneto wall telephone sets, 6 test telephones, 100 portable telephone sets and miscellaneous supplies. Tender No. 7105, bid deadline Dec. 22. Ferrocarriles Nacionales de Colombia, Estacion de la Sabana, Oficina 402, Bogota. Specifications are available in Spanish.★ (Telephone: 202-WO 7-4823).

● **CYPRUS**—Supply of 75 teleprinters. Tender Ref. U4, bid deadline Dec. 12. Cyprus Telecommunications Authority, P.O. Box 1929, Nicosia.★ (Telephone: 202-WO 7-4823).

● **INDIA**—Joint venture to construct shop for manufacture of air depolarized cells for railway signaling purposes. Tender No. 64/W3/SG/WS/5 of 1965, bid deadline Jan. 4. Director, Signal & Telecom Railway Board, Rail Bhavan, Raisina Rd., New Delhi. Tender documents available for $2.10 each, not refundable, from India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008, Ref. No. D/ENQ/1376. Copy of tender documents available for review only in Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 6314, Washington, D.C. 20230.

● Joint venture to construct shop for manufacture of electrical railway signaling equipment. Tender No. 64/W3/SG/WS/4 of 1964, bid deadline Jan. 4. Director, Signal & Telecom Railway Board, Rail Bhavan, Raisina Rd., New Delhi. Tender documents available for $2.10 each, not refundable, from India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008. Ref. No. D/ENQ/1376. Copy of tender documents available for review only in Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 6314, Washington, D.C. 20230.

MOROCCO—Single side band transmitters and receivers. Quotations Casablanca. U.S. Department of Commerce, Trade Opportunities Staff, B.D.S.A., Post Office Box MO-11, Washington, D.C. 20230.

● **UAR**—Material needed for lock and block system Cairo-Assuit line, including but not limited to: 180 D.C. neutral shelf-type relay; 180 nine ohms variable resistor; 700 insulating fishplates. Bid deadline Dec. 7. The Inspector General of Way & Works, Egyptian Railways, Ramses Square, Cairo. General conditions and technical specifications of tender available for review only in Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230. (Telephone: 202-WO 7-4816).

367 Electronic Components, Accessories

GERMANY—Tubes, electronic, for radio and TV sets. Adaptable to European products. Requests replies from manufacturers only, cif European ports. Direct purchase and agency. Berrang & Cornehl KG (wholesaler), 12/20 Balkenstrasse, Dortmund. WTD 10/19/64.

SWEDEN—Electronic components, all kinds. Direct purchase and agency. Firma Telekomponenter (Telko) (importer, wholesaler, sales agent), S:t Eriksgatan 11, Stockholm 12. WTD 10/30/64.

Electronic instruments for science. Direct purchase and agency. Scientific Instruments Inc. AB (importer, sales agent), Hornsgatan 89, Stockholm SV. WTD 7/21/64.

Electronic components; potentiometers, circuit breakers, measuring bridges, high voltage testers. Direct purchase and agency. Elektriska Instrument AB Elit (importer, sales agent), Lovasvagen 40-42, Bromma 12. WTD 10/16/64.

Electronic instruments and components; instrument servo-motors, level measurement equipment, electronic measurement equipment; direct purchase and agency. Allhabo Allmanna HAB (importer, wholesaler, exporter, manufacturer), Alstromergatan 20, Stockholm K. WTD 10/14/64.

369 Electrical Machinery, Equipment, Supplies

● **CEYLON**—Supply of one cobalt, 60 teletherapy unit for stationary rotational and arc therapy, of modern design and manufacture. Bid deadline Jan. 12. The Chairman, Tender Board, Ministry of Health, 355 Deans Rd., Colombo 10.★ (Telephone: 202-WO 7-2939).

371 Motor Vehicles, Motor Vehicle Equipment

FINLAND—Machinery, equipment, supplies in automotive equipment and accessories lines. Requests descriptive literature, price lists. Direct purchase and agency. Reda Oy (importer), Uudenmaankatu 11 A, Helsinki. WTD 11/5/64.

Automotive equipment, accessories; direct purchase and agency; requests descriptive literature, price lists Oy J. Baran & Co. Ab (importer, wholesaler), Iso Roobertinkatu 7 B, Helsinki. WTD 11/3/64.

PAKISTAN—Transportation trucks, diesel with semi or low-bed trailers from 20 to 100 tons capacity; requests replies from manufacturers, quotations C & F Karachi. Direct purchase and agency. Groupe Marketing Ltd. (importer, manufacturers' agent), Premier Insurance Bldg., Wallace Rd., P.O. Box 4144, Karachi. WTD 5/20/64.

SWEDEN—Automobile parts and equipment. Direct purchase and agency. K. G. Knut Sande Motordelar (importer, wholesaler, sales agent), Vastmannagatan 17, Stockholm. WTD 10/5/64.

VENEZUELA—Automotive replacement parts. Distribution for entire Venezuela. Requests replies in Spanish. Repuestos Eterna C.A. (importer, distributor), Calle El Loro, Quinta Crespo, Caracas. WTD 12/27/63. **Ed. Note: Import license required for shock absorbers, radiators, mufflers, exhaust pipes, spark plugs, filters.**

373 Ship Building, Repairing

PAKISTAN—Heavy duty tugs, barges, special types of launches, for hydrological surveys, inspections; fitted with workshop. Requests replies from manufacturers, quotations C & F Karachi. Direct purchase and agency. Groupe Marketing Ltd. (importer, manufacturers' agent), Premier Insurance Bldg., Wallace Rd., P.O. Box 4144, Karachi. WTD 5/20/64.

SWEDEN—Boats, small; boat articles, especially echo sound. Fritidsbolaget AB (importer, retailer, wholesaler, sales agent), Skeppargatan 7, Stockholm. WTD 10/2/64.

Fittings, accessories for pleasure boats. Direct purchase and agency. Vattenskidspecialisten (importer, retailer, wholesaler, manufacturer, exporter, sales agent), Erstagatan 17, Stockholm So. WTD 10/21/64.

375 Motorcycles, Bicycles, Parts

● **BURMA**—Substantial quantities of bicycle parts and accessories (47 separate items). Tender No. 2/Vehicle/8/BPA/64-65, bid deadline 4 P.M., Dec. 11. People's Stores Corp., Vehicle & Other Transport Equipment Division, 180/184 Bogyoke St., Rangoon.★ (Telephone: 202-WO 7-2923).

SWEDEN—Children's bicyles; all kinds. Direct purchase and agency. AB Welander & Josephson (importer, wholesaler, sales agent), Sveavagen 117-119, Stockholm VA. WTD 7/23/64.

381 Engineering, Laboratory, Scientific, Research Instruments

● **AUSTRALIA**—Supply and installation of an optical emission direct reading spectrometer capable of working in both air and vacuum regions of spectrum and manually controlled X-ray fluorescence vacuum spectrometer. Tender No. 929A1964, bid deadline Jan. 7. West Australian Government Tender Board, 74 Murray St., Perth, Western Australia.★ (Telephone: 202-WO-7-2939).

SWEDEN—Apparatus and instruments for scientific uses. Direct purchase and agency. AB Chemetal (importer, sales agent), S:t Eriksgatan 5, Stockholm. WTD 9/23/64.

Laboratory utensils, scientific and research instruments (not electronic). Direct purchase and agency. Ingenjorsfirman Instrumenttjanst (importer, manufacturer, exporter, sales

agent), Fredsgatan 17, Sundbyberg. WTD 10/7/64.

Laboratory equipment; instruments. Rudolph Grave AB (importer, retailer, manufacturer, sales agent, exporter), Pyramidvagen 9, Solna. WTD 10/6/64.

Aircraft flight instruments. Svensk Flygtjanst AB (importer), Swedish Air Service Ltd., Arsenalsgatan 4, Stockholm C. WTD 3/19/64.

Aircraft instruments, all kinds. Manomeco, Soderstedt & Hellman (importer), Box 645, Sundbyberg. WTD 10/14/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

AUSTRALIA—Automatic temperature and humidity controls for air conditioners; air cleaning, filtering equipment. Pressure control equipment for steam, water, oil, gas services. To supplement present line of industrial valves. Direct purchase and agency. George Stannard Pty. Ltd. (manufacturers' agent), 112 Burwood Rd., Burwood, Victoria. WTD 9/18/64.

384 Surgical, Medical, Dental Instruments

● **BURMA**—Supply of 10,000 dozen hot water bottles, various sizes; 1,000 dozen ice bags, various sizes; 10,000 dozen clinical thermometers (oral use); 500 dozen enema sets. Tender No. 1/D&ID(IMPT), bid deadline Dec. 15. The General Manager, Drugs & Instruments Dept., People's Stores Corp., 189/191 Maha Bandoola St., Rangoon.★ (Telephone: 202-WO 7-2939).

394 Toys, Amusement, Sporting, Athletic Goods

MEXICO—Blades for ice skates. Deportes de Mexico, S.A., (manufacturer, importer, wholesaler, retailer), V. Carranza No. 18, Mexico, D. F. WTD 7/8/64.

SWEDEN—Sea sport articles such as water skis, diving equipment. Direct purchase and agency. Vattenskidspecialisten (importer, retailer, wholesaler, manufacturer, exporter, sales agent), Erstagatan 17, Stockholm So. WTD 10/21/64.

Sport and camping equipment, fishing goods. Direct purchase and agency. AB Welander & Josephson (importer, wholesaler, sales agent), Sveavagen 117-119, Stockholm VA. WTD 7/23/64.

Toys; hobby articles. Fritidsbolaget AB (importer, retailer, wholesaler, sales agent), Skeppargatan 7, Stockholm. WTD 10/2/64.

Hunting and fishing equipment; all kinds of sporting goods; dog articles. Mauritz Widforss Handels AB (importer, wholesaler), Sergelgatan 20, Stockholm. WTD 9/16/64.

396 Costume Jewelry, Novelties, Buttons, Notions

NETHERLANDS—Hair-do articles: curlers, hairpins. Requests replies from manufacturers only. Handelsonderneming Tieman en Knoop (importer, sales agent), 14 Rozenlaan, Wassennaar. WTD 11/4/64.

399 Industries Manufacturing

GERMANY—Fur skins, all kinds. Requests replies from manufacturers only, cif European ports. Pelz-Riebel (retailer, importer, exporter), 27 Hahnenstr., 5 Koeln. WTD 10/29/64.

NETHERLANDS—Special brushes: hair, tooth. Requests replies from manufacturers only. Handelsonderneming Tieman en Knoop (importer, sales agent), 14 Rozenplein, Wassenaar. WTD 11/4/64.

504 Groceries, Related Products

NIGERIA—Inexpensive packaged and canned foods resistant to tropical conditions. Direct purchase and agency. Real Export Co. (Nigeria) (importer, wholesaler), P.O. Box 737, 1-3 Pound Rd., Aba, Eastern Nigeria. WTD 8/10/64.

505 Farm Products, Raw Materials

GERMANY—Cowbody hair, cowtail hair, horse hair combings. Annual estimated requirements for each product 150 to 200 metric tons. Carl Katz (importer, exporter, wholesaler), 12 Industriestrasse, 28 Bremen (P.O. Box 509). WTD 12/9/63.

754 Automobile Service, Except Repair

ECUADOR—Complete equipment for service station. Jaime Ramirez, Cia., Ltda. (importer, exporter), P.O. Box 260, Cuenca. WTD 11/10/64. **Ed. Note: Correspondence preferred in Spanish.**

Deadline extended for bids on turbine by Australia; specifications modified

The Snowy Mountains Hydro-Electric Authority, P.O. Box 332, Cooma North, New South Wales, Australia, has extended the bid deadline for tender No. 144 from Dec. 2 to Jan. 13 and made certain modifications to the specifications. (INTERNATIONAL COMMERCE, Aug. 31, 1964, p. 25).

A copy of the specifications is available for review only from the Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat Products

GERMANY—Canned meat products. Sales Agency. Offers from U.S. packers cif German North Sea Ports preferred. Arend von Luebke (sales agent, broker), 52/54 Feldstrasse, 28 Bremen. WTD 11/9/64.

203 Canning, Preserving Foods

GERMANY—Canned fruit and fruit juices; canned vegetable including asparagus; dried fruits including prunes, apricots, and peaches. Offers from U.S. canners or processors cif German North Sea Port preferred. Arend von Luebke (sales agent, broker), 52/54 Feldstrasse, 28 Bremen. WTD 11/9/64.

220 Textile Mill Products

NEW ZEALAND—Woven fabrics, including knitted fabrics, of Dacron, Arnel, other synthetics. McLaren Agency Co. Ltd. (manufacturers' representative), P.O. Box 1785, Wellington. WTD 11/3/64. Attn: Mr. J.E.E. McLaren, Director.

221 Broad Woven Fabric Mills, Cotton

NEW ZEALAND—Handkerchief materials in the piece. Taylor & Renouf Ltd. (manufacturers' representative), 267 Wakefield St., Wellington. WTD 11/2/64. Attn: Mr. J. L. MacCall, Manager.

229 Textile Goods

NEW ZEALAND—Raschel lace trimmings. McLaren Agency Co. Ltd. (manufacturers' representative), P.O. Box 1785, Wellington. WTD 11/3/64. Attn: Mr. J. E. E. McLaren, Director.

239 Fabricated Textile Products

NIGERIA—Seat covers, car upholstery, all kinds. Commission basis only. Real Export Co. (Nigeria) (importer, wholesaler), P.O. Box 737, 1-3 Pound Rd., Aba, Eastern Nigeria. WTD 8/10/64.

262 Paper Mills, Products

ITALY—Special newsprint in large, medium and small rolls. S.E.I.R. (agent), Via Le Chiuse 23, Torino. WTD 11/3/64.

281 Industrial Chemicals

ITALY—Rubber processing chemicals, paint and varnish pigments; other chemicals in general. OCCMA S.r.l. (agent), Via Bogino 25, Torino. WTD 11/3/64.

289 Chemical Products

NIGERIA—Glues for all uses, particularly for footwear, woodwork, floor tiles, upholstery, formica table tops. Must be suitable for tropics. Commission basis only. Real Export Co. (Nigeria) (importer, wholesaler), P.O. Box 737, 1-3 Pound Rd., Aba, Eastern Nigeria. WTD 8/10/64.

322 Glass, Glassware

ISRAEL—Fiber glass thread, to be woven into fabric in Israel. Requests prompt quotations from suppliers. Exclusive agency. Joseph Jacobson Agencies (manufacturers' representative), 10 Mikwe Israel, Tel Aviv. WTD 11/3/64.

326 Pottery

NEW ZEALAND—Tea sets, tableware, of china and earthenware, medium to low price range. Mr. W. J. Teasdel, Managing Director, Hill & Teasdel Ltd., P.O. Box 77, Wellington. WTD 11/2/64.

331 Steel Mill Products

PHILIPPINES—Construction supplies includ-

ing roofing and sheet metal work, plastered ceiling, galvanized iron pipes. Supplier to building contractors in U.S. military bases in the Philippines seeks West Coast firm that can supply necessary materials meeting U.S. government specifications. Gus A. Real, Vice-President & General Manager, Hermar Corp. (indentor, exporter), 3rd Floor, I & F Bldg., Buendia Ave., Makati, Rizal; Box 1097, Manila. WTD 6/17/63.

342 Cutlery, Hand Tools, General Hardware

PHILIPPINES—Woodworking tools for school hobby shops and hobbyists. Gus A. Real, Vice-President & General Manager, Hermar Corp. (indentor, exporter), 3rd Floor, I & F Bldg., Buendia Ave., Makati, Rizal; Box 1097, Manila. WTD 6/17/63.

352 Farm Machinery

AUSTRALIA—Fodder conservation equipment, particularly forage harvesters, hay balers, hay mowers, hayrakes. Industrial Enterprises Ltd. (manufacturer, wholesaler, retailer), P.O. Box 454, Toowoomba, Queensland. Attn. L. Burgess. WTD 10/29/64.

354 Metalworking Machinery, Equipment

PHILIPPINES—Welding equipment, including acetylene welding and cutting apparatus. Gus A. Real, Vice-President & General Manager, Hermar Corp. (indentor, exporter), 3rd Floor, I & F Bldg., Buendia Ave., Makati, Rizal; Box 1097, Manila. WTD 6/17/63.

356 General Industrial Machinery

AUSTRALIA—Centrifugal pumps, general purpose, single stage- end suction, solid casing 1" to 4" of modern design and high efficiency. Industrial Enterprises Ltd. (manufacturer, wholesaler, retailer), P.O. Box 454, Toowoomba, Queensland. Attn. L. Burgess. WTD 10/29/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

ITALY—Special instruments for indicating physical characteristics for use in mechanical and paper industries. S.E.I.R. (agent), Via Le Chiuse 23, Torino. WTD 11/3/64.

384 Surgical, Medical, Dental Instruments

BRAZIL—Medical and hospital instruments, specifically stethoscopes, electro-medical equipment, research laboratory instruments. Fernando Seraphim (Cirurgica Universal), Rua Sao Bento 200, 1° andar, Sao Paulo. WTD 7/29/64.

394 Toys, Amusement, Sporting Goods

MEXICO—Sleeping bags. Deportes de Mexico, S.A. (manufacturer, importer, wholesaler, retailer), V. Carranza No. 18, Mexico, D. F. WTD 7/8/64.

343 Heating Apparatus, Plumbing Fixtures

SWEDEN—Equipment and parts for oil burners. Ingenjorsfirman Stig Wahlstrom AB, Box 52, Farsta 1. WTD 7/22/64.

353 Construction, Mining, Materials Handling Machinery

SWEDEN—Hydraulic ship cranes. AB Hagglund & Soner, Ornskoldsvik. WTD 10/21/64.

Mining and ore dressing machines. Sala Maskinfabrik AB, Sala. WTD 7/29/64.

354 Metalworking Machinery

GERMANY—Manufacturer wants to sell directly or through agency all types of sheet metalworking machinery including machines for mass production of gutter and gutter pipes. Carl Aug. Fastenrath K.G., Postfach 53, 5678 Wermelskirchen. For copies of production program (limited supply available) write: Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230. WTD 10/20/64.

SWEDEN—Welding machinery. AB Hagglund & Soner, Ornskoldsvik. WTD 10/21/64.

355 Special Industrial Machinery

SWEDEN—Automatic cutting machine for plastic pipes and profiles. K. A. Bjorklund AB, Ferkens Grand 6, Stockholm. WTD 10/20/64.

Ciphering machines. AB Transvertex, Sigfridvagen 15, Hagersten. WTD 10/16/64.

Foundry machines and plants. AB Westin & Backlund, Liljeholmsvagen 8, Stockholm. WTD 10/1/64.

Cutting machines for data processing forms. Vector Maskin AB, Kungsgatan 18, Stockholm. WTD 10/2/64.

356 General Industrial Machinery

SWEDEN—Furnaces for steel plant industry. AB Tabougnar, Lovholmsbrinken 2 B, Stockholm. WTD 10/22/64.

361 Electric Transmission, Distribution Equipment

SWEDEN—Circuit breakers, all kinds. AB Frili, Industrivagen 6, Solna. WTD 10/16/64.

362 Electrical Industrial Apparatus

SWEDEN—Electrical power cables, wires, capacitors for use in cable making industry. Sieverts Kabelverk AB, Sundbyberg. WTD 9/26/64.

371 Motor Vehicles, Motor Vehicle Equipment

SWEDEN—Vehicle for friction meter (shidometer). Auto-Products AB, Linnegatan 18, Stockholm. WTD 10/16/64.

373 Ship Building, Repairing

SWEDEN—Pleasure boat accessories such as oars and windshields. Vattenskidspecialisten, Erstagatan 17, Stockholm So. WTD 10/21/64.

386 Photographic Equipment

GERMANY—Motion picture producer offers advertising films for U.S. firms to be made in Germany with synchronized English language (conforming to U.S. usage) sound tracks, suitable for TV purpose. Ufa-Werbefilm GmbH, 22 Berline Allee, 4 Duesseldorf. WTD 10/27/64.

Leads for Importers

Commodities are offered direct unless specified.

208 Beverage Industries

GERMANY—Light and dark beers in bottles and barrels; direct sale by manufacturer. Dortmunder Ritterbrauerei AG., 49-51 Rheinishche Strasse, 46 Dortmund. WTD 8/28/64.

SWEDEN—Malt beverages, all kinds. Pripp-Bryggerierna AB, Gavlegatan 16, Stockholm. WTD 10/6/64.

225 Knitting Mills, Products

SWEDEN—Women's and men's hosiery. AB Loha, Box 15131, Stockholm 15. WTD 10/5/64.

230 Apparel

SWEDEN—Dresses of cloth including maternity; jersey shirts and blouses for teens, misses; women's underwear, all kinds; bathing suits. Ivar Wahl AB, Apelbergsgatan 50, Stockholm 3. WTD 9/22/64.

233 Women's, Misses', Juniors' Outerwear

SWEDEN—Women's ready-made dresses, all kinds. Stjarnkonfektion i Stockholm AB, Rosenlundsgatan 3 A, Stockholm So. WTD 10/23/64.

Women's dresses, jersey. AB Normans Konfektion, Boxholm. WTD 8/4/64.

238 Apparel, Accessories

SWEDEN—Leather garments for men and women: jackets, coats, dresses, suits. Albackens Skinnvaru AB, Malung. WTD 9/23/64.

Belts, leather ties, gift items. AB Gabriel Urwitz, Igeldammsgatan 24, Stockholm K. WTD 7/29/64.

Leather apparel including women's suits, jackets; coats for men and women; gloves. AB S. P. Persson, Malung. WTD 7/21/64.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

SWEDEN—Special detergent for fine washing; trade mark "Y3". AB C. G. Cedraeus, Grindstugatan 38, Bromma 14. WTD 10/22/64.

289 Chemical Products

SWEDEN—Rust preventive oils, cutting oils, press oils. AB Etex, Angbyplan 69-71, Bromma. WTD 10/15/64.

317 Handbags, Personal Leather Goods

KENYA—Firm interested in selling directly or through agency handbags, wallets, other articles made of game skins; bags made of genuine game skins of lion, leopard, zebra, crocodile, etc. Benarsi Dass Bros., Cambrian Bldg., Government Rd., P.O. Box 2833, Nairobi. WTD 8/28/64.

342 Cutlery, Hand Tools, General Hardware

SWEDEN—Files, especially chair saw-files. AB Sveriges Forenade Filfabriker, Box 22, Traryd. WTD 10/1/64.

NIGERIA—Ebony wood carvings, hand woven decorative cloth (Akwete cloth), other handicraft items. Anene Brothers Co., 21 Potts Johnson St., P.O. Box 193, Port Harcourt. WTD 3/6/64.

VIET-NAM—Full line of Vietnamese handicraft items including seagrass rugs and mats, ceramics, lacquer ware, wooden shoes with aluminum heel, bamboo and rattan articles. Ets. Ung Ky, 301-E/2 Tran Hung Dao, P.O. Box 210, Saigon. WTD 5/15/64.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ECUADOR—Roger Alexander Nader Reshuan, representing C.A.P.R.I. Ecuador, Inc., 1215 Boyaca St., P.O. Box 5471, Guayaquil, announced in INTERNATIONAL COMMERCE, Nov. 9, 1964, p. 37. Revised U.S. mail address is: c/o Sales & Marketing Executives International, Inc., 630 Third Ave., New York.

NORWAY—Mrs. Dagmar Hallen, Managing Director, Den Private Opmaaling, Kronprinsensgt. 19, Oslo, interested in **purchasing process control instruments for recording pressure, temperature, flow, pH value.** Here for two months. c/o Grace Line, 523 W. 6th St., Los Angeles. Itinerary: San Francisco, Los Angeles, Chicago, New York, Washington, Baltimore.

Ragnar Kay Holthe, Managing Owner, Rayco Vinyl, R. K. Holthe, Grimstadt, **interested in representing U.S. manufacturers of toys and manufacturing toys in Norway under licensing agreement with a U.S. concern.** Here for an undetermined period. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York.

SWITZERLAND—Dr. Pierre Bragadir, Engineer, Hispano-Suiza, route de Lyon 110, 1200 Geneva, interested in **contacting U.S. manufacturers who** may wish **to manufacture machinery in Switzerland under license: plastic industry (combined coating and laminating machines, extruders for textile fabrics, asphalt paper, lined aluminum and metallic foil and sheet, oilcloth, PVC fabrics, imitation leather,** etc.; **textile machinery and equipment; machine tools; precision tools; hydraulic and mechanical transmission gear machinery (disc brakes); high precision mechanics, machinery or equipment; also interested in assembly and erection of above equipment in Switzerland.** Here for an undetermined period. c/o Swiss Consulate General, 444 Madison Ave., New York. Itinerary: New York.

SYRIA—Dikran Tashjian, representing self, P.O. Box 791, Bustan Gul-Ab, Aleppo, interested in **purchasing automobile gasoline engines, used tractors and Army surplus.** Here Dec. 10 to 17. c/o Towers Hotel, 25 Clark St., Brooklyn Heights 1, N.Y. Itinerary: New York, Washington, Los Angeles.

VENEZUELA—Dr. Manuel Avellan, representing Refineria de Sal El Nevado, C.A., Ave. Las Palmas No. 29, Boleita, Caracas, interested in **visiting salt refineries (small and medium sizes); contacting manufacturers of machinery for salt refinery with view to purchasing same. Requesting technical information on methods of refining table salts.** First week Dec. via New York for period as needed. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York.

Jose R. Padron, representing Pan American Trading Co., C.A. Ave. Municipal 124-126, Puerto La Cruz, interested in **electrical household appliances** and **construction materials** and requesting technical information on above. Here to Dec. 5. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York, Miami.

Construction Projects

AUSTRALIA—(A£ = US$2.24). Union-Kern-AOG planning **55-mile extension of Moonie pipeline** to tie-in with Alton oil field. Project will cost about $2¼ million. U.S. firms may wish to discuss proposed line with Union Oil Co. Inc. of California. Project will provide excellent base for bidding on **proposed natural gas lines** from Roma to Brisbane (250 miles), Gidgealpa to Adelaide (700 miles), and Meereenie to Sydney or Melbourne (about 1400 miles).

CANADA—(Can$10 = U.S.$9.25). Department of Public Works announced that Foundation Maritime Ltd. of Halifax, N.S. has been awarded a Can$8,890,800 contract for construction of a medium **security penitentiary** to be located on 400 acres of land about one mile from Springhill, N.S. Designed to accommodate 450 inmates, new institution is second of its type under Canadian Penitentiary Service's new concept of buildings dispersement. The first one, now being constructed at Cowansville, Quebec, is a 21-building complex, accounts for about 186,000 sq. ft. of space. Contract also calls for construction of fences, exterior lighting, water storage tank, water mains, storm and sanitary sewers, grading of the grounds, clearing and construction of roads and parking areas. Planned on satellite principles, buildings will be constructed with prefabricated concrete units, permitting easy expansion of any unit. All buildings will be one story high with the exception of the two-story sleeping quarters. Plans and specifications were prepared by the Dept. of Public Works by C. D. Davison, Consulting Architect of Halifax.

MALAYSIA—(US$1 = M$3.03). Central Electricity Board has awarded a M$10 million contract to ASEA of Sweden to supply **low and high tension switch gears and controls** as part of the Batang Padang Hydroelectric Project and the Prai Steam Generating Scheme.

PARAGUAY—(100 guaranies = US$0.79). Inter-American Development Bank has announced a $3.4 million loan to help finance construction of about 3,800 **houses** for low-income families in Paraguay. The borrower is the Republic of Paraguay. Program is to be carried out by the Instituto Paraguayo de la Vivienda, a public institution formed in 1962 to coordinate national, local and private efforts in the field of housing.

Up to 50% of the houses to be built with the aid of the loan will be located in area of Asuncion, the remainder in other urban and rural sections of the country. Unit construction costs will be between $1000 and $1700.

Program is first stage in long-range effort to solve serious housing deficit of Paraguay, estimated at nearly 160,000 units. Loan and technical assistance grant will enable the Instituto to initiate its activities and will contribute to the execution of a program that will serve as a model for others that are contemplated in the National Housing Plan.

SOUTH AFRICA—(1 rand = US$1.40). In early stages of planning is a new 2000 megawatt, R150 million **power station** to be constructed by the Electricity Supply Commission in Eastern Transvaal. This station, as yet unnamed, will have 400 megawatts more capacity than Ermelo Canden Station. Tenders for supplies and equipment will be circulated at a later date. Like the Ermelo station, the new plant will utilize coal as its fuel source.

Ermelo Canden power station, acknowledged biggest in southern hemisphere, is well along toward its completion date of late 1966. In six to nine months' time tenders will be called for three 200 megawatt turbine and boiler units. Tenders for extra generator transformers will be called for separately. Inquiries should be addressed to: The Buying Control Engineer, Electricity Supply Commission, P.O. Box 1091, Johannesburg.

SPAIN—(100 pesatas = US$1.66). Approval has reportedly been given to a 50-50 partnership between Standard Oil Company of New Jersey and Banco Espanol de Credito to construct a three million tons-per-annum **petroleum refinery** at Castellon de la Plana.

URUGUAY—(100 pesos = US$13.51) The Cooperative Nacional de Productores de Leche (CONAPROLE) (cooperative which manufactures dairy products and is responsible for supplying all pasteurized milk for Montevideo) is recipient of a $3.6 million loan from the Inter-American Development Bank. Loan covers construction and installation of **new facilities to process fresh milk** during high production months, eliminate waste and reduce unit production costs. Project includes installation of **milk receiving centers** in various communities; purchase of approx. 120 **tanks equipped with refrigerating units;** and the installation of **modern equipment** in the Montevideo plant. Total cost of expansion estimated at $6 million.

New Books and Reports

New OBR reviews U.S.-Latin trade

Commerce report breaks down trade with 19 Latin nations

U.S. trade data with the Latin American Republics are set forth in an Overseas Business report released November 20th by the Bureau of International Commerce (BIC). Titled "U.S. Trade with the Latin American Republics, 1959-1963", the 16-page booklet highlights our two-way trade with the 19 American Republics.

This is the third Overseas Business Report issued this year presenting U.S. trade with a major marketing area. Two earlier reports cover U.S. trade with the European Economic Community and the European Free Trade Association.

The initial table shows annual trade by individual countries in the area and also groups them by trade association, whether Central American Common Market or Latin American Free Trade Association. Other tables show exports and imports for each of the five years by broad commodity groups, including food, grains, raw materials, petroleum products, chemicals, machinery, transport equipment, and five other categories of manufactured products.

U.S. import statistics are presented for meat, sugar, coffee, cotton, wool and vegetable oils and fats as well as principal non-agricultural commodities such as ores, fuels and nonferrous metals.

Indexes of quantity, unit value and total value of trade with the 19 Republics as a group are shown for 1946 through 1963. Another interesting feature of this report is a table comparing annual U.S. exports and imports by years for leading commodities, with United States total trade in that commodity.

Companies wishing to size-up this potential market will find this report a valuable aid.

Copies may be obtained from the U.S. Department of Commerce through any of its field offices, or from the Superintendent of Documents, Government Printing Office, Washington, D.C., 20402. Price 15 cents.

New export schedule going into effect

A new classification for U.S. export commodities will go into effect Jan. 1, 1965. The new classification will be designated as Schedule B, 1965 Edition. The old Schedule B, in effect since 1958, will become obsolete on Dec. 31.

Proposals to change to the new system were announced last June by the Department's Bureau of the Census, and recommendations were invited from exporters and others concerned.

The new Schedule B will contain some 3,600 classifications for export commodities, compared with 2,600 classifications under the 1958 Schedule. It will show 7-digit rather than 5-digit code numbers. The new export classification and 7-digit numbers must be used for all shipments made after December 31.

The 1965 edition will appear as a looseleaf manual listing the 3,600 classifications, each designated by code number, and approximately 30,000 products assigned to the various classifications for illustrative purposes. It will also include two numerical concordances: one will show the old Schedule B numbers and the new code numbers into which they go; the other will show the new Schedule B numbers and the old Schedule B numbers comprising them.

The 1965 Edition of Schedule B will be available about Dec. 4, and may be purchased for $6 ($1.50 additional for foreign mailing) from the Superintendent of Documents, Washington, D.C., 20402; from local Collectors of Customs; and from field offices of the U.S. Department of Commerce. The price includes any supplemental changes which may be issued.

In a related move the Commerce Department's Office of Export Control has revised its Comprehensive Export Schedule, so that its commodity classifications will remain in general agreement with Schedule B.

The new Comprehensive Export Schedule will include several major regulatory changes when it becomes effective on Jan. 1, 1965 including:

- A new Commodity Control List will replace the Positive List, the General License GHK Commodity List, the Poland-Rumania Commodity List, and others.
- Abolishment of several general licenses and establishment of a new general license.

Copies are also available from the Superintendent of Documents, for $7, which includes supplementary Current Export Bulletins.

Foreign Commerce Handbook: 15th ed. **Published by the Chamber of Commerce of the United States. Washington, 1964. 169pp. $2.**

This fifteenth edition of the booklet contains a compilation of latest developments in foreign trade practices, procedures and services, as well as other information useful to business firms, organizations, and individuals engaged in world trade.

In addition to basic information on 65 major subjects of particular interest in the international trade field, this revised 1964 handbook outlines the functions, activities, and services of the U.S. Government, intergovernmental organizations, and business groups serving foreign commerce.

Also included are an extensive bibliography of over 700 selected reference works on trade, and an appendix listing foreign chambers of commerce in the United States, American chambers of commerce abroad, and foreign embassies and legations in the United States.

Write: Chamber of Commerce of the United States, 1615 "H" Street, NW., Washington, D.C. 20006. Discounts are available on volume orders.

Saudi Arabian Annual Report. **Published by the Saudi Arabian Monetary Agency. Jeddah, 1964. 53pp. Free.**

The report reviews the level of development activities and analyzes the country's continued economic stability. For the first time, provisional balance of payments estimates are included.

Write: Saudi Arabian Information Center, 633 Third Avenue, New York, N.Y. 10017.

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Calendar *for international traders*

November

30—Workshop on "The International Market—Keys to Profits for Small Business," Fairmont Hotel, **San Francisco.** Sponsor: Electronic Industries Assn.

30—In-Office "Profits in Exports" Conference, Empire State Bldg. tenants, Field Office, **New York.** Sponsor: Field Office, Department of Commerce.

December

1—FCIB Round Table Conference, 1:30 p.m., Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

1—"Profits in Exports" Conference, 11 a.m., Alexander Hamilton Hotel, **Paterson, N.J.** Sponsors: Greater Paterson Chamber of Commerce; Field Office, Department of Commerce; REEC.

1—Export Trade Workshop, Federal Bldg., **Minneapolis.** Sponsors: Minnesota World Trade Assn.; Department of Commerce; REEC; Small Business Administration; Chamber of Commerce.

1—International Trade Club of Chicago, Special meeting on new British surcharge tax, 12:15 P.M., LaSalle Hotel, **Chicago.**

2—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

2—American Management Assn. Conference, Hilton Hotel, **Pittsburgh, Pa.** Speaker: Thomas G. Wyman, Asst. Secretary for Domestic and International Business.

3—"First Step" Export Workshop, Field Office, **Memphis, Tenn.** Sponsors: Field Office, Department of Commerce; REEC.

3—Brooks Civic Center Atom Fair, **San Francisco.** Speaker: Robert Kan, Bureau of International Commerce.

3—International Trade Club, monthly luncheon meeting, **Chicago.**

3—World Trade Luncheon, Mid-Day Club, **Cleveland.** Sponsor: Cleveland World Trade Assn.

3-5—North Carolina World Trade Conference, **Chapel Hill, N.C.** Sponsors: State Development Department, REEC, Field Office, Department of Commerce. Speaker: (Dec. 3) Daniel L. Goldy, National Export Expansion Coordinator.

4—**Cincinnati** Field Office "In-Office Workshop" on Export Expansion.

4—International Advertising Assn., **Chicago.** Speaker: Richard P. Rice, Bureau of International Commerce.

7—Alabama REEC annual meeting, Grand Hotel, **Point Clear, Ala.** Speaker: Dr. Carlos J. Lastra, Secretary of Commerce, Commonwealth of Puerto Rico. Sponsors: World Trade Committees, Mobile, Birmingham Area Chambers of Commerce.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:
Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

7—Washington Section of Instruments Society of America, National Bureau of Standards, **Washington.** Speaker: C. Edward Chapman, Bureau of International Commerce.

8—Automotive Exporters' Club of Chicago, Builders Building, **Chicago.**

8—In-office workshop on export expansion, Field Office, **Jacksonville, Fla.**

8—Export Expansion Conference, St. Clair Inn, **St. Clair, Mich.** Sponsors: Greater Port Huron-Marysville Chamber of Commerce; St. Clair River District Transportation Club; Field Office, Department of Commerce; REEC.

8—Export Trade Workshop, Federal Bldg., **Minneapolis.** Sponsors: Minnesota World Trade Assn.; Department of Commerce; REEC; Small Business Administration; Chamber of Commerce.

8—"Show You" In-office workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC; SME-I; World Trade Club.

8-9—Conferences with businessmen with Carney G. Laslie, Jr., Counselor for Commercial Affairs, American Embassy, Tokyo. Field Office, **New York.**

9—In-Office Workshop, Field Office, **Chicago.**

10—International Trade Club of Chicago, LaSalle Hotel, **Chicago.**

10—In-Office "Profits in Exports" Conference, Field Office, **New York.** Sponsors: Underwear Institute; Field Office, Department of Commerce.

10-11—Conferences with businessmen from Pa., N.J., and Del. by appointment only with Carney G. Laslie, Jr., Counselor for Commercial Affairs, American Embassy, Tokyo. Field Office, **Philadelphia.**

11—Conference for Corporation Executives on "Japan Today." School of Advanced International Studies, **Washington.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

15—Monthly luncheon meeting, International Executives Association, in cooperation with the International Advertising Assn. Hotel Statler Hilton, **New York.** Speaker —Stanley J. Randall, Minister of Economics and Development for the Province of Ontario, Canada.

16—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

18—**Cincinnati** Field Office "In-Office Workshop" on Export Expansion.

January

11—Adrian Area Chamber of Commerce, Moose Hall, **Adrian, Mich.** Speaker: E. E. Schnellbacher, Bureau of International Commerce.

12—Automotive Exporters' Club of Chicago, Builders Bldg., **Chicago.**

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